

AMERICAN NURSERYMAN

The National Journal Of Commercial Horticulture
Chief Exponent Of The American Nursery Trade



Circulating Throughout the United States, Canada and Abroad, Featuring Commercial Horticulture in all its Phases of Nursery Stock, Orchard, Landscape Planting, Distribution. Published Monthly by the American Fruits Publishing Company, Inc.



Vol. XXXIII

ROCHESTER, N. Y., MAY, 1921

No. 5

Painesville Nurseries



The Storrs & Harrison Company

Established
1864

NURSERYMEN FLORISTS SEEDSMEN
PAINESVILLE, OHIO.

48 Greenhouses
1200 Acres

A Complete Variety List

—OF—

ORNAMENTALS, FRUITS, EVERGREENS
ROSES
CLEMATIS and HERBACEOUS PLANTS

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NURSERYMEN ORCHARDISTS
DEALERS GARDENERS
LANDSCAPE ARCHITECTS

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Our office and nurseries are situated on
the Rochester and Eastern R. R. only
one and one-half hours from Rochester.

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THE GENEVA NURSERY

1000 Acres GENEVA, N. Y. 73 Years

A Complete Variety OF Nursery Stock

60,000 Norway and American Elm,

fine stock in car lots or less.

C. M. HOBBS & SONS

BRIDGEPORT,

IND.

OUR PREDICTIONS HAVE COME TRUE

For six months we have been urging early purchases. We could see the shortage coming which is here today. Stock is moving rapidly.

ORDER NOW. We offer a few specials for quick shipment. Peach in Elberta, Carman, Greensboro, Mayflower, and Wadell. Standard Pear in Bartlett, Beurre d'Anjou, Clapps, Duchess, Flemish, Keiffer, and Sheldon. Dwarf Pears in leading varieties. Cherries No. 1, English Morello, and Louis Philippe. Plum on peach, Burbank, October Purple, and Red June. Apple in Gano, Grimes Golden, Jonathan, Yellow Transparent, and other good varieties. Apricots, ¾ ft., Alexander and Budd.

In Ornamental trees we offer Norway Maple, Silver Maple, Ash Leaf Maple, Yellow Wood, and Lombardy Poplar. We have a nice lot of American Arbor Vitae 18/24 in. and 2/3 ft. at an attractive price.

Raspberries, Blackberries and Currants in surplus.

A surplus in Amorpha Fruticosa, Cornus, Forsythia, Honey-suckles, Lilacs in white and purple, Purple Fringe, Spirea V. H., and Snowball Opulus.

Ampelopsis Veitchii 1 yr. No. 1, Matrimony Vine No. 1 and No. 2.

Butterfly Bush No. 1.

A good assortment of roses.

Wire, write, or call us. Shipments made promptly.

Please Notice Our Seedling Ad on Page 104

C. R. BURR & CO.,

MANCHESTER, CONN.

Princeton Products

are

Ornamental

Trees, Shrubs and Evergreens of high
grade for the wholesale trade

Princeton Nurseries

Princeton in New Jersey

May first

1921

The Monroe Nursery

Established 1847

Offers a fine stock of

Cuthbert Raspberries
Spirea Van Houtte
Other Ornamental Shrubs

Will be pleased to quote on your list of wants

I. E. ILGENFRITZ' SONS CO.

MONROE, MICH.

Manufacturers of The I. E. Ilgenfritz' Sons Co.'s Celebrated
Graft and Stock Planter and Firmer

American Nurseryman Directory of American Plant Propagators

Listing Nursery Concerns which Specialize in Production of Young Stock, Including That Which Has Heretofore Been Imported

The American Plant Propagators Association, Organized in 1918, Will Hold Its Third Annual Meeting in Chicago, Ill., June 22, 1921. Membership Open to All American Propagators, F. W. von Oven, Naperville, Ill., Secretary

TWO-INCH BLOCKS ONLY ARE SOLD IN THIS DIRECTORY. EACH BLOCK \$5.00 PER MONTH UNDER YEARLY CONTRACT, INCLUDING PUBLICATION ALSO IN THE "AMERICAN NURSERY TRADE BULLETIN"

Complete Stock of YOUNG EVERGREENS

ALSO
Trees, Shrubs and Vines
for lining out

Write for Wholesale Price List.

THE D. HILL NURSERY CO., Inc.
Evergreen Specialists, Dundee, Illinois.
Largest Growers in America. Box 402

GET NEXT ★ STAR ROSES

★ Oak Brand Shrubs

★ American Pedigree Cannas

The **CONARD** ★ **WEST GROVE,**
& JONES CO. Peoria, U. S. A.

ROBERT PYLE, Pres. A. WINTZER, V-Pres

MY SPECIALTY IS

Moore's Early and Concord Grape Vines

I plan to produce a superior quality during the coming year. Due announcement will be made when stock is ready.

Fifty Years a Nurseryman
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EVERGREENS

SEEDLINGS and TRANSPLANTS
FOR LINING OUT

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THE NORTH-EASTERN FORESTRY CO.

"WE GROW OUR OWN TREES."

CHESHIRE, - - - CONN.

BERRY PLANTS

FOR FALL 1921

Cuthbert, Marlboro, St. Regis, Herbert, Idaho, June, Cumberland, Gregg and Plum Farmer raspberries.

Snyder and Blowers blackberries.
Potentilla fruticosa, Rubus odoratus, Celastrus scandens, Ampelopsis quinquefolia and native ferns and flowers.

Send want list early.

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Naperville Nurseries

— Growers of —

TREES EVERGREENS
SHRUBS PERENNIALS, Etc.
LINING OUT STOCK

NAPERVILLE, ILL.

TELEPHONE, NAPERVILLE No. 1.

SHRUBS - - TREES

A General Line of Ornamentals.

YOUNG STOCK—For Nursery Planting

We were among the first to produce our own goods. We are making young plants for others—why not for you?

Grown Right—Dug Right—Packed Right

AURORA NURSERIES
AURORA, ILL.

ROSA MULTIFLORA STOCK

Grown especially for our own Budding

Having more than our own planting warranted, we are in a position to supply you with the

RIGHT STOCK.

as it should be grown to have success.
Ask for Prices.

BOBBINK & ATKINS, Rutherford, N. J.

EVERGREENS

Seedlings—Transplants—Cuttings
grown under glass

MILLIONS OF THEM

Also a list of Apple, Shade Trees, Hedgeplants, Shrubs, Vines, and Peony
Send for our latest wholesale list.

SHERMAN NURSERY CO.
Charles City, Iowa.

LINING OUT STOCK

FALL 1921

And

SPRING 1922

ONARGA NURSERY COMPANY
CULTRA BROS., Mgrs. Onarga, Illinois

Bobbink & Atkins

Complete collection of Choicest Evergreens.

Complete collection of Broad-leaved Evergreens, such as Rhododendrons, Azaleas, Hollies, etc.

Boxwood, Bay Trees, Euonymus, etc.

Hardy Herbaceous Plants.

Hybrid Tea Roses, Bush and Tree Form.

Careful Inspection Invited.

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Now Is The Time

To secure your Lining Out Stock. We have a dandy bunch of Nut Seedlings; Pecans; English, Japan and Black Walnuts; Butternuts; Shellbark, Butternut and Pignut Hickory; American Hazelnut; Oaks in Variety. Trifoliate orange, Magnolia acuminata and a nice lot of other seedlings and shrubs.

Get our Trade List Now. Wholesale Only.

Atlantic Nursery Co., Inc
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Millions of Evergreens and Deciduous trees
Complete in grades and sizes.

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Firs, Junipers, Arborvitae, Pines, Spruces,
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16 Beacon Street, BOSTON, MASS.

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Nursery Trade Publicity

On the 1st and the 15th

AMERICAN NURSERYMAN
NURSERY TRADE BULLETIN

PEACH SEED

PROSPECTS are GLOOMY

For North Carolina PEACH FRUIT

For fall shipment 1921

J. Van Lindley Nursery Co.
Pomona, N. C.

105 Years in the Nursery Business

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. . . SPECIAL . . . A Big Stock of Quality Shrubs

Everything is grown in large quantities. Our grades are dependable and we are generally prepared to quote to nurserymen nearly everything we offer to the retail trade, and prices are always in line with those of other reputable growers.

We will be glad to have a list of your requirements for the coming season. Doubtless there are some things that you can use that we have in surplus. Can also ship from our branch plants: Marionville, Mo.; Farmington, Ark.; Dansville, N. Y.; North Girard, Pa.; and Vincennes, Ind.

STARK BROS.
Nurseries and Orchards Co.,
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MR. NURSERYMAN

Your trees and roses are no better than the stock you grow them on. We know we are offering the best to be had in imported Fruit and Rose stock for spring 1922 planting. Our growers are the best in France, and for December 1921 and January 1922 delivery we offer:

Pear Seedlings, Transplanted
Apple Seedlings, Transplanted
Apple Seedlings, Sown
Myrobolan Plum Seedlings, Transplanted
Mahaleb Cherry Seedlings, Transplanted
Quince Cuttings, Rooted
Manetti Rose Stock

Our enormous production enables us to make attractive prices. We invite correspondence and will give you the best of service. We guarantee satisfaction, and as low a freight rate as can be had from Angers, France.

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Manchester, Conn.

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Amundson Sphagnum Moss

is our business. We supply Nurserymen and Florists all over the U. S. with dry, clean, high grade sphagnum moss, direct from the sphagnum bogs of Central Wisconsin.

We sell carlots or less, for delivery now or later, at prices which it will profit you to learn.

Write for full information and quotations.

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Box 2 CITY POINT, WISCONSIN

Vincennes Nurseries

W. C. REED & SON, Prop., VINCENNES, IND.

310 Acres devoted to business

OFFER FOR SPRING 1921

Cherry, 2 year XX 7-8 up, 5 to 7 feet.
Cherry, 2 year 11-16 up, 4 to 6 feet.
Cherry, 2 year, 5-8 to 11-16, 4 to 5 feet.
Cherry, one year, Sweets and Sours, all grades.
Peach, one year, all leading varieties, strong on Elberta.
Apple, 2 year, leading varieties.
Standard Pear, one year, 4 to 6 feet and 3 to 4 feet.
Japan Plum on Peach, one year.
Hansen Hybrid Plum, one year on Peach roots.
Hardy Northern Pecans, Grafted Varieties.

Please submit list of wants for prices

Completely Covering The Nursery Trade

A Real Trade Journal Read From Coast
To Coast and Highly Indorsed by
Leaders Everywhere Is

The American Nurseryman
Rochester, N. Y.



USINESS announcements in this Chief Exponent of the American Nursery Trade reach every nurseryman cultivating ten acres or more in every State in the Union. The only publication of the kind. Loyal to the best interests of the trade and leader in movements which have characterized trade progress for a quarter of a century! Absolutely independent.

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AN EDITORIAL POLICY OF NOTE
ADVERTISEMENTS FACE READING
ALL ADVERTISEMENTS CLASSIFIED
A TRADE JOURNAL THAT IS READ
SPECIAL FEATURES IN EVERY ISSUE

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AMERICAN FRUITS PUBLISHING CO.,
Box 124, Rochester, N. Y.

AMERICAN NURSERYMAN—May, 1921

EDITORIAL DEPARTMENT—Communications on any subject connected with Commercial Horticulture, Nurseries or Arboriculture are cordially invited by the Editor; also articles on these subjects and papers prepared for conventions of Nursery or Horticultural associations. We also shall be pleased to reproduce photographs relating to these topics, Orchard Scenes, Cold Storage Houses, Office Buildings, Fields of Stock, Specimen Trees and Plants, Portraits of Individuals, etc. All photographs will be returned promptly.

ADVERTISING—Advertising forms close on the 27th of each month. If proofs are wanted, copy should be on hand one week earlier. Advertising rate is \$2.50 per column-width inch.

"AMERICAN NURSERYMAN" is distinctive in that it reaches an exceptional list and covers the field of the business man engaged in Commercial Horticulture—the earliest operator. Here is concentrated class circulation of high character—the Trade Journal of Commercial Horticulture, quality rather than quantity.

"AMERICAN NURSERYMAN" will not accept advertisements that do not represent reliable concerns.

SUBSCRIPTIONS—"AMERICAN NURSERYMAN" will be sent to any address in the United States for \$2.00 a year; to Canada or abroad for \$2.50 a year. Add ten cents unless bank draft, postal or express money order is used. Three years \$5.00, in U. S.

RALPH T. OLCOTT
Editor Manager

AMERICAN FRUITS PUBLISHING COMPANY, INC.

39 State Street,
Rochester, N. Y.

WHAT THIS MAGAZINE STANDS FOR—Clean chronicling of commercial news of the Planting Field and Nursery. An honest, fearless policy in harmony with the growing ethics of modern business methods.

Co-operation rather than competition and the encouragement of all that makes for the welfare of the trade and of each of its units.

Wholesome, clean-cut, ring true independence. **INDEPENDENT AND FEARLESS**—"AMERICAN NURSERYMAN" is not the official journal of any organization. It therefore makes no distinction in favor of any. It is untrammelled in its absolutely independent position and is the only Nursery Trade publication which is not owned by nurserymen. This Magazine has no connection whatever with a particular enterprise. Absolutely unbiased and independent in all its dealings.

Though it happens that its place of publication is in the eastern section of the country, it is thoroughly National in its character and International in its circulation.

Its news and advertising columns bristle with announcements from every news corner of the Continent.

It represents the results of American industry in one of the greatest callings—Commercial Horticulture in all its phases of Nursery Stock, Orchard and Landscape Planting and Distribution.

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STOCKTHE
PREFERRED
STOCK

RUSH ORDERS

are a specialty of ours. They're important always—particularly at this time of year.

CELLAR COUNT BULLETIN NO. 8

shows stock in storage, dormant and ready for quick shipment. You'll find us "on the job" to serve you. Orders shipped the same day received—sometimes within an hour.

Jackson & Perkins Company

Rose Growers and Nurserymen
WHOLESALE ONLY

NEWARK,

NEW YORK STATE

THE
PREFERRED
STOCKTHE
PREFERRED
STOCK

LAST CALL SURPLUS BARGAINS

Climbing Roses
Ampelopsis Veitchii, 2 & 3 yrs.
Clematis Paniculata
Deutzia Gracilis
Prunus Pissardi
Bechtel's Double Flowering Crab.
Lilac
Catalpa Bungei
Weeping Mulberry

Many other good things left in surplus.
Mention the American Nurseryman in writing.

ONARGA NURSERY COMPANY
CULTRA BROS., Mgrs. ONARGA, ILLINOIS

SURPLUS, January 1, 1921.

We shall be pleased to quote you prices.

50,000 Peach Trees
20,000 Sugar Maples 8-10, 10-12, 12-15 ft.
20,000 Silver Maples, 8-10, 10-12 and 12-15 ft.
1,000 Norway Maples. Large Size.
500 Pin Oaks. Large Size.
500 Red Oaks, 8-10 ft.
2,000 Magnolia Grand, 2-10 ft.
25,000 Cal. Privet, 1 and 2 yr. 18-24, 24-30 inch,
also 4 yr. 4 to 8 ft.

Can use in exchange for the above, Shrubs and Evergreens.

W. T. HOOD & CO.

Old Dominion Nurseries.

RICHMOND, VA.

RICE BROTHERS CO.

GENEVA, N. Y.

A Fruit Trees
General on Ornamental Trees
Surplus Shrubs and Roses

WRITE FOR PRICES

MAHALEB STOCKS

Grown on clay ground.
Long standing orders for seed with French collectors.
Insure our regular offering and largest growers in America.
Advance quotations now ready Fall 1921 and Spring 22.

Offer now 20,000 8-10 m. m.
Offer now 20,000 10-12 m. m.

MONCRIEF & CO.

Winfield,

Kansas

Chief Exponent of the American Nursery Trade The American Nurseryman

National Journal of Commercial Horticulture

AMERICAN FRUITS PUBLISHING COMPANY, Inc.,
39 State St., ROCHESTER, N. Y.

Subscription Rates:—\$2.00 per yr.; 3 yrs. for \$5.00

Canada and abroad : 50 cents extra per year

ADVERTISING RATE, \$2.80 PER INCH

"You are issuing a splendid Journal, covering the news of the trade from coast to coast." Former President E. S. Welch, American Association of Nurserymen.

Edited by Ralph T. Olcott, founder of American Nursery Trade Journalism. "The dean of Nursery Trade Journalists, who, since June, 1893—a quarter of a century—has boosted all the time for the interests of all nurserymen."—Former President John Watson, American Association of Nurserymen.

ONE CAN only act in the light of present knowledge.

Until you know of the existence of such a Nursery Trade Journal as the AMERICAN NURSERYMAN you must act with such knowledge as you have.

It is for this reason that we are glad to acquaint you with this publication. It speaks for itself; but if you would have corroborative proof, ask any prominent Nurseryman.

Calls for back numbers come in almost every mail. Many cannot be supplied, as editions have been exhausted. The only safe way is to see that your subscription is paid for in advance.

"A paper which gives the best value for the money to the reader will give the best value to the advertiser as well. I don't think there is any argument about the soundness of this view."—H. Dumont, Chicago, Ill., in Printer's Ink.

American Nurseryman

The National Journal Of Commercial Horticulture

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Vol. XXXIII

ROCHESTER N. Y., MAY, 1921

No. 5

ILLINOIS NURSERYMEN LEAD IN COST ACCOUNTING SYSTEM

Definite Arrangements Made for Putting Into Operation a Matter Which Alvin E. Nelson Has Repeatedly Presented to the American Association of Nurserymen, Without Result—Initiative Now Taken by the Illinois Association—The Announcement by Secretary Young and Chairman Nelson Shows Carefully Worked Out Details—Middle States Nurserymen Busy With Up-To-Date Business Methods While Others Look On.

The following self-explanatory letter and announcement have been sent by Secretary J. A. Young of the Illinois Nurserymen's Association to 390 Nurserymen in America:

ILLINOIS STATE NURSERYMEN'S ASSOCIATION Aurora Illinois

March 9, 1921.

The convention of the Illinois State Nurserymen's Association just closed after discussion and consideration of the report made by its special committee appointed for the purpose, put into action the program of standardization of business methods and practices, looking toward the stabilization and maintenance of a high standard of service in the Nursery business.

I am attaching hereto a copy of the report of the Committee, adopted by the Association, in which is pointed out the opportunity and importance for everyone in the Nursery business to unite and support in making this constructive and far-reaching program a success. 100% co-operation on your part is solicited and expected.

Every business man must render an income tax return; based on receipts and disbursements. Receipts are the proceeds of sales. Disbursements are in three classes:

(1) Production, (2) Sales Expense, (3) Overhead. Are you able to do this? The government is going to check you up. Your books will be examined. It is the opinion of the committee that the "Standard Practice Service" will be worth every cent any of us pay for it by helping us to properly file our income tax reports.

Many firms fail to make proper profit because of their failure to eliminate waste. An analysis of the Nursery business—of your business—will show you where you can save this. Again, this service will be profitable to you.

The cost is nominal—the largest nursery pays but \$80 per year; the smallest one \$20. We believe we are right in asking you to join us.

The leaders in the Industry have been asking for an analysis of the business. When thirty or forty men answer the questionnaire, the proper information will be in the hands of J. L. Jacobs & Co. and they will make a survey that will be a benefit to every nursery.

All information furnished to the firm of J. L. Jacobs & Co. will be held strictly confidential—the work has already started—we are already a going concern.

Do you want to help yourself—help the Nursery business—sign the agreement and mail to me at once. If you are not a member of the Illinois State Nurserymen's Association,

you can become one by mailing your check for \$10.00 to the undersigned, which also pays your dues for the first year.

Should all this not be entirely clear to you, let us know and we will give you all information possible. Thanking you for prompt attention on behalf of the Illinois State Nurserymen's Association and its Executive Committee.

J. A. YOUNG,
Secretary.

Illinois State Nurserymen's Association.

Report on Program and Services Furnished in Connection with the "Co-operative and Standard Practice Service" of the Illinois State Nurserymen's Association Adopted February 10, 1921

The Committee of Co-operative and Standard Practice Service, appointed at the meeting yesterday, has carefully considered the problems involved in connection with the undertaking by the Association of the constructive program on the definition of principles and standardization of business methods and practices, looking toward stabilization of conditions in the nursery business, and respectfully recommends that the Association proceed on this co-operative program according to the plan set out in the following:

Description of Program

Members of the Illinois State Nurserymen's Association as individuals and business men are alive to importance of active and constructive co-operation on problems affecting the prosperity and service of the nursery industry, and the Association, recognizing the responsibility and opportunity for the constructive work in the definition of principles and standardization of business methods and practices looking toward improvements, stabilization and maintenance of a high standard of service in the nursery business, should undertake to develop such a service for its individual members and for the organization as a whole, we will bring about the benefits which accrue to business through the adoption of such constructive methods.

The Committee believes that there is a

SAME WITH TREES AND PLANTS

"Yes," says Theo. N. Vail, "everybody knows about the telephone. But, damn it, they don't think about it enough. If I can make them think about it oftener, they'll use it oftener."

That is the principal message I want to bring you tonight. People don't think enough about flowers. Did you ever hear of anyone who didn't like flowers? There isn't a person among the 7,000,000 in Greater New York who doesn't instinctively love flowers. But they don't think enough about flowers. They go on with the hum-drum of daily business life, daily home life, daily social life—without thinking about flowers, and how much flowers can mean to them. After all is said and done, the big thing you need to do is to make them think oftener about flowers, is it not? For, the oftener they think about flowers, the oftener they'll buy flowers.—L. B. Fernald.

That's the purpose of the A. A. N. Market Development Committee's work—to make the public think about Nursery Stock!

real opportunity for service to the individual nurserymen, as well as the nursery business as a whole, in the development and establishment of practical, standardized methods and co-operative action, including such matters as the development of uniform accounting practices, aiding the individual nurseryman in obtaining costs of his products for administrative and income tax purposes, for cost comparison and price analysis, the standardization of grades of nursery stock, the development of close relationship as to purchasing and marketing, comparison of production and sales, and general standardization of business practices in line with modern tendencies, all of which will aid in stabilizing and in enlarging the service of the nursery business.

Services To Be Furnished

This program, when undertaken by the Association, will bring about the greatest results and returns when the preliminary work on the standardization of method and practices is followed up by active co-operation and special features on business analysis which will be of aid to individual members and to the Nursery business. The initial work in the development of standard practices and in the special service features will prove invaluable to all in the Nursery business, and the amount expended will be a real profitable investment.

In order that this program be undertaken and the service continued the Committee recommends that the following arrangements be made with reference to this work:

All members of the Illinois State Nurserymen's Association in good standing, will receive without additional charge, copies of reports and plans on any of the phases of the work undertaken under the direction of the Association's Committee on Co-operative and Standard Practice Service, but such members will not be entitled to any periodic reports or special consulting services to be furnished to contributing members as indicated below.

Contributing members, who voluntarily agree to contribute for the work in establishing and carrying out of the co-operative and standard practice program of the Association will receive, in addition to the regular reports, plans and conclusions on the various phases of the work, such periodic reports of comparison of costs, production, sales and other matters will also be entitled to special consulting service, without charge, on business analysis, organization, accounting, etc., by the agency retained for the work by the Association. The amount of special consulting service given to any contributing member during any one year will not exceed one hour for each \$4.00 contributed, and any additional consulting service as may be required will be furnished at regular rates. Any traveling or other out of pocket expenses incurred by the concern on all consulting services will be defrayed by each member.

Agency to Carry on Work

The committee has also considered the matter of the advisory and consulting agency, which can undertake and carry out the various phases of work mutually agreed upon between your committee and such agency, and respectfully recommends that the concern of J. L. Jacobs & Company of Chicago be retained on this work, it being understood that said J. L. Jacobs & Company

Continued on Page 120

SPECIAL SEASONAL TRADE REPORTS TO "AMERICAN NURSERYMAN"

Sales Double Last Year's

New Haven, Conn., April 20—It is quite impossible to give any clear idea of the ultimate bulk of our spring business for the season as we are just on the peak of its most active interval. We believe that our sales will be fully double those of last year which is really a great surprise to us, as we had anticipated that the slowing down of general business would react unfavorably on our sales. It is seemingly working out quite to the contrary, for we are enjoying an increased demand for stock from other Nurseries, Landscape Architects, Public Parks and individual buyers both in a large way and for the development of small grounds.

There is no question whatsoever in our mind that the whole community is keenly alive to the importance of beautification and the planting of fruit bearing trees, vines, etc., wherever opportunity affords. Something has happened to the public. It may be that the Publicity Department of the National Organization has after all been doing good work and while this activity on the public's part could hardly be attributed entirely to it we believe that what the Market Development Committee is doing is quite in the right direction.

The Elm City Nursery Co.,
Woodmont Nurseries, Inc.,
E. F. COE, President.

Fruit Tree Stock Short

Geneva, N. Y., April 20—Our trade this spring has been about on the average as far as the number of plants sold was concerned. The shipping season started very early, and as a consequence of plenty of labor, we were able to move out the stock quickly. Trade in ornamentals and evergreens is still exceedingly brisk and should continue for at least two weeks longer.

As far as indications for next season are concerned, it is too early to know much about the demand, but it is a foregone conclusion that there will not be enough stock of most fruit trees to meet one-half of the normal demand. The blocks of fruit trees just maturing are from the smallest plantings that have ever been made by American Nurserymen, and it would, therefore, seem that Nurserymen would not have to worry about a market for all they have to sell.

W. & T. SMITH CO.

Transportation Conditions Good

Lexington, Mass., April 21—The spring season opened up much earlier than usual this year which probably accounts for sales being far in advance of those of previous years. Prospects point to our having the largest spring sale in the history of our business. Transportation conditions have been very good so that stock is moving both in and out in a very satisfactory manner.

BRECK-ROBINSON NURSERY CO.

The Best Season; Prospects Good

Lawrence, Kan., April 21—We are just closing up the best spring's business we have ever had. Have practically sold out on all kinds of stock. Collections fair to good.

A little early to tell just what the next season's business will be, but present indications are that it will be fully as good as the season just closed.

Stock is starting fairly well, but have had

several freezes this month which has retarded its growth. With a fair season from now we will have a nice lot for fall 1921 and spring 1922.

THE GRIESA NURSERIES.

Getting Back to Normal

York, Neb., April 21—The demand for Nursery stock this spring is below normal. There is very much of a contrast between the demands of 1920 and 1921. Last year, the bulk of the orders were for considerable quantities of the best grade of stock. This season the orders are small and call for small, cheap stock. Demands for Nursery stock have been very light since the depression struck the country last November.

Conditions are getting back to normal, due, largely to the rapid decrease in the prices of wheat and corn. The business outlook for the coming year is not quite so bright as it was a year ago. The fact of the matter is, so many people were millionaires a year ago and are paupers today. This means that orders given our salesmen are not going to be so numerous and that the amounts will be small.

We wish to say, however, that the chances are that orders will deliver better on account of the low average. If any of the orders are countermanded, we will not lose so heavily. This year the most of our countermands were large orders and there being no demand for Nursery stock meant that we had to sacrifice in order to realize anything out of them.

We do not look for very much of a shortage in any items the coming season. We also believe that there will be plenty of Nursery stock to take care of the demands for the coming year.

HARRISON NURSERY CO.

E. H. Smith.

Best Clean-up Ever Known

Manchester, Conn., April 20, 1921—We are about sold out, under today's date of April 20th. It has been a good many years since we had so little stock to sell. All lines have been called for and sold at very low prices, and we don't see any reason why the indications for the coming season are not for another clean up. It looks to us as though there is very little stock in the country and when there is a shortage there is always a big demand. We believe this will be the case with all wholesalers. The best clean up we have ever known.

C. R. BURR & COMPANY.

Questionable Price Reduction

Neosho, Mo., April 23—The season of 1920-21 did not carry out the promise of the early fall, owing to conditions with which we are all familiar. Of course the most serious obstacle was the spring freezes which not only practically destroyed our prospects for a good crop in our apple and cherry orchards, but also damaged our growing Nursery stock to some extent, particularly plum, of which some varieties are practically destroyed.

There is one thing about the spring season that is particularly discouraging and that is that some nurserymen have reduced their prices to the planter materially. One offers his stock at a discount of 25%.

We feel that if we made any such re-

ductions we would be obliged to readjust the prices paid by other customers earlier in the season. We Nurserymen continually urge the buyer of our goods to purchase early. How must a buyer feel when he discovers that if he had waited until the last of the season he could have secured his requirements at a 25% lower price?

We have no reason to complain of our sales this season, but the most gratifying feature is the large number of customers who have expressed their high satisfaction with the goods received, thus creating for us the most valuable asset.

It would appear that Nursery stock is not going to be as easily sold this coming season, even though there is a material reduction in prices to the consumer.

NEOSHO NURSERIES CO.

Josiah J. Hazen,

Pres. and Gen. Mgr.

Retail and Wholesale Trade Strong

Charles City, Iowa, April 23—To our surprise during the past season there has been but little decrease in the volume of retail trade and the demand for wholesale stock seems to have been unusually strong.

We anticipate that plum and cherry have been used up pretty close this season. We think there is likely to be some surplus in apple.

We feel somewhat in doubt with regard to future business. We had been expecting a slump in trade during the last few months but have been agreeably disappointed in this.

We cannot see, however, how trade among the farmers can keep up to last season's average during the coming year.

E. M. SHERMAN,

Prest. Sherman Nursery Co.

George D. Aiken, Putney, Vt., reports an increase in sales of Nursery stock to date of 80 per cent over those of 1920. He believes this is due in part to the exodus from the cities this spring. He is of the opinion that not as many commercial plantings as usual are being made.

Heavy Demand for Evergreens

Cheshire, Conn., April 21—There has been an enormous demand for evergreens this season. We are practically sold out of all small stock, and very low on some of the medium-sized transplants.

Customers are more inclined to ask the price this year than was the case last, and present indications point to a good fall business.

The North-Eastern Forestry Co.

F. S. BAKER, Manager.

Cold Weather Damage

Richmond, Va., April 21—This Spring has not been a favorable one for our business. Had a very open winter which gave us a chance to do a great deal of outdoor work during the winter, but when spring came it opened up so fast that it caused a shut down on orders. We will have a good lot of peach to go to the brush pile and we had to transplant a large lot of apple which we expected to have sold.

Our plantings are somewhat larger than a year ago and we expect to get through with it in a few days. The cold of March 29th was very hard on fruit, killing all the peach, plum and pear and leaving very few

apples, which will make it harder to make sales through agents. Our weekly sales through agents are about two-thirds of what they were a year ago. The cold was very severe on peach, pear and plum; some of the pear had made a growth of ten inches and were frozen black. We cannot at this time tell the outcome.

W. T. HOOD & CO.
By W. T. Hood.

Apple Seedling Crop Curtailed

Shenandoah, Iowa, April 21—We can report to you a good season's business. The spring has been lengthened out materially and sales are still coming in, although not as numerous as they were a month ago.

I think all of the Nurserymen in the Middle West here will sell out their stock very close and as far as collections are concerned, we have no occasion to complain up to this time. As far as we can judge, there will be a shortage of most kinds of stock for next year's business. We have had freezes which have done more or less damage throughout the West and there was a shortage even before this.

The apple seedling crop will not be one-half as large as it was last year on account of poor seed and freezing weather after the seed came up.

SHENANDOAH NURSERIES.
D. S. Lake, President.

Peach Pits May Be Scarce

Pomona, N. C., April 22—Our sales for this spring were almost equal to what they were the spring of 1920; and which we consider "going some". Prospects however, for next season's trade are not altogether promising at this time.

We hardly expect any surplus in many items for next season. We have thought perhaps there might be a surplus in peach trees, but report from several Nurserymen is that they do not have an extra good stand of peach for this season. It looks like we are going to have an exceedingly short crop of peach pits in our section this season, but of course it is a little bit early to judge for this.

J. VAN LINDLEY NURSERY CO.
By R. E. Dalton, Jr., Sales Mgr.

Sales Show Increase

Lake City, Minn., April 21—We have just completed our spring packing, and outside of the odds and ends which we have not as yet time to record, the total sales show an aggregate increase of approximately 20% over last year.

While it is true that the months of January and February showed a considerable decrease over the previous year and season, yet the business in March and April more than made up for it. We feel elated over the past season's business and particularly when viewing the unrest and economical difficulties which the country has been through.

Viewing the collections as they are coming in, we are not only satisfied, but highly pleased. So far there is nothing to indicate any serious depression. A few isolated sections reported collections hard, but instances of that kind are found even in years of good crops.

What to predict about the coming season is difficult. Our salesmen seem to be rather optimistic and we are. Prices will have to come down some and we have already taken steps to meet that problem. Whether the decrease in prices will be sufficient to overcome the fancied or real depression, as the

case may be, we can not say; but we believe that when 1921 is rounded out, we will be satisfied. At least, we are not at all downhearted, but rather the opposite. Business will not be as easy to secure. There will have to be more personal effort put into it and more real salesmanship practiced, but that is one of the requisites of normalcy; and, anyway, when people ask us how business is, we say it is good and moreover, we know we are not lying.

JEWELL NURSERY COMPANY.

At New Carlisle, Ohio

New Carlisle, Ohio, April 20—Our sales to date are about 80% of normal. Some lines have sold well, others very poor. The season is not over yet, and if it does not turn dry and hot too early trade may average up better than we expect. We are planting about our usual amount of stock this spring. Having plenty of rain.

W. N. SCARFF & SON.

The Armstrong Nurseries of Ontario, California, report a good season's business. Nearly all lines of stock, both fruit and ornamental, have been well cleaned up, due largely to an intelligent advertising campaign wisely carried out.

The Oregon Nursery Co., Orenco, Ore., reports that scarcity of stock, especially cherries and plums, has handicapped sales. With no appreciable surplus in other lines, there has been sufficient in most cases for the demand. No boom in planting is anticipated, many looking for lower prices which can hardly materialize under existing conditions.

Some large contracts for furnishing and planting several thousand evergreen and fruit trees have been awarded to the Poughkeepsie Nursery Co., of which William J. Godding and P. J. Melle are owners.

Bobbink & Atkins, Rutherford, N. J., say that sales this season have been satisfactory.

Paul C. Lindley, Pomona, N. C., wrote to fellow Southern Nurserymen in March: "I hope you had your usual business; ours run way ahead of spring 1920. Think of having to work overtime and now turning away business on account of a very early season. Only this morning a long-distance phone call (from the cotton section) wanting to plant ten acres of pecans. Keep your prices as usual and talk quality and service."

Filbert Trees In Strong Demand

C. E. Wilson, Salem, Ore.

Growing of filberts is coming into favor in the Pacific Northwest and especially in the Willamette valley of Northern Oregon just south of Portland.

During the past season it is estimated that 150 acres have been planted. In the vicinity of Salem and Silverton, Oregon, filberts are now a commercial crop and are paying well. At a recent meeting of nut growers of the Northwest, held in Portland, those of the Oregon grown nut were much larger than the filbert grown in the east.

The English walnut is also coming into favor. The Oregon Growers Co-operative Association includes in its membership a number of successful walnut growers. It is probable that this season arrangements will be made for the proper grading, bleaching and sorting of the commercial crop. The Oregon-grown English walnut has a special flavor due to climatic conditions, similar in many respects to that of England, especially in the Willamette valley.

C. I. Lewis, of the Oregon Growers Co-operative Association, says that Washington and Oregon have the finest climatic conditions in the United States for the growing of English walnuts and filberts. He says that in the two states are 10,000 acres of

land that are especially adapted to the growing of nuts. Mr. Lewis was head of horticulture of the Oregon Agricultural College for 14 years and is a recognized authority.

Due to the fact that filberts will produce a commercial crop within five or six years, many growers in the vicinity of Salem, Oregon, have become interested and Nurseries report a strong demand for trees.

Nursery Prices In Oregon

C. E. Wilson, Salem, Ore.

In Marion county, Oregon, the county which supplies the Pacific Northwest with prune trees, the price has varied considerably the past winter. Early last fall, Nurserymen were getting as high as 40 cents a tree. Then as the season advanced, the price gradually dropped. Prune prices were not favorable and the market sagged until late in the season sales were made at 20 cents a tree.

While loganberry brought as high as \$45 a thousand last fall, here again there are some uncertainties of the future although loganberries sold as high as 13 cents a pound last summer. Hence during the winter the price varied between \$30 and \$45 a thousand for loganberry plants. The Willamette valley produces 85 per cent of the loganberry crop of the U. S.

Strawberries have been sold by the Marion county, Oregon Nurserymen at an average of \$7.50 a thousand. While there is much planting in the Willamette valley, all heavy shipments were made to southern California.

Loganberry Nursery Stock

C. E. Wilson, Salem, Ore.

Marion county, Oregon, the center of the loganberry industry of the Pacific Northwest, is the home of Nursery plants when it comes to loganberries, strawberries and prune trees.

During the past season, according to the records of the county fruit inspector and the Oregon Growers Co-operative Association, of Salem, Oregon, 2,000,000 loganberry plants were shipped. About 80 per cent of all shipments were forwarded to the fruit district of Northern Washington, where there has been heavy planting of loganberries this winter and spring.

Strawberry plants to the number of 4,000,000 have been shipped the past few months from this part of the famous Willamette valley to southern California points. Planting is on a basis of 10,000 to the acre. The 2,000,000 loganberry plants shipped will provide for the planting of about 3,000 acres.

According to the government's estimate, there were 3,500 acres in loganberries last season in Oregon of which 70 per cent was near the capital city, Salem. It is estimated that about 1,000 acres were planted last winter and this spring, in this county alone.

In addition to applying loganberry and strawberry plants, Marion county, in the center of the great Willamette valley of Oregon shipped 50,000 prune trees to the prune-growing districts of southern Oregon.

In Oregon prunes are planted 20 by 20 feet, and the shipments to one county in Southern Oregon were enough for the planting of 463 acres.

The district around Salem, Oregon, has planted to some extent this past season the Montmorency cherry. It comes into commercial bearing in about five years and is in demand by the canneries of the Pacific Northwest.

J. G. Baile is president of the Fruitland Nurseries which succeeds Tarnok & Co., successors to P. J. Berckmans Co., Augusta, Ga.

American Grown Seedling Stocks

President Lloyd C. Stark Appoints Committee to Co-operate with Special Work of the United States Department of Agriculture

President Lloyd C. Stark, of the American Association of Nurserymen, pursuant to favorable action on the subject by the Association in convention, has appointed the following committee to represent the Association in co-operation with the U. S. Department of Agriculture, as a Nurserymen's advisory committee in connection with the Department's "American Grown Seedling Stocks" investigation:

J. H. Skinner, Topeka, Kan., chairman; Robert Chase, Chase, Ala.; Thomas Rogers, Winfield, Kan.; Homer Reed, Louisiana, Mo.; F. A. Wiggins, Toppenish, Wash.; H. Harold Hume, Glen St. Mary, Fla.—J. F. Jones, Lancaster, Pa.

In doing so, President Stark has said to Prof. L. C. Corbett, horticulturist, U. S. Bureau of Plant Industry:

"If there is anything else the Nurserymen can do to assist, or if you have any suggestion that might lead to constructive work in connection with this matter, please do not hesitate to take the matter up with us."

Discussing the subject with Chairman Skinner of the committee, President Stark said:

"Mr. L. B. Scott of the United States Department of Agriculture, recently paid us a visit in regard to work the Department is carrying on in connection with the investigation concerning the production of American grown seedlings. At the suggestion of Prof. Corbett, of the United States Department, a committee of Nurserymen has been appointed to co-operate and assist the Department in this investigation, and in ascertaining the best methods for producing American grown seedlings, the most favorable climatic condition, etc.

"I am writing Mr. Scott, who is actively engaged in this work, announcing the appointment of this committee, and I feel sure that our committee will be of great assistance to the Department as this is one of the most important subjects now before American Nurserymen, for it seems very probable that the supply of foreign grown seedlings will be shut off in a few years. For years, and many other reasons, it behooves the Nurserymen to approach this matter in the most aggressive, constructive manner, and I have selected this committee with the idea of getting men who would work hard to assist the Department and the Nursery Industry."

Prof. Hume has written to President Stark, in accepting the appointment, as follows:

"I will do all I possibly can to further the work. This is a subject in which I have been very much interested for years. I have always heard a great deal about bud selection, but I have always believed there are two ends to the fruit and ornamental tree and sometimes the root of it is just as important or more important than the top.

"If Mr. Skinner will indicate now I can help I will prepare to take up any phase of the work that may be assigned me. You are quite right in saying that before long we must come to American products in our Nursery trade that are American, root and branch."

"As far as I am able to judge, the constructive work of our able secretary, Mr. Watson, has been of the highest order. He has beyond question discharged the duties of the office fairly and with high efficiency, and I hope he may be persuaded to continue in a work for which he is so admirably fitted."—J. R. Mayhew.

Wanted In Oklahoma

The United States Civil Service Commission announces an open competitive examination for Nurseryman. A vacancy at the Chillicothe School, Oklahoma, at \$1,000 a year, and vacancies in positions requiring similar qualifications, at this or higher or lower salaries, will be filled from this examination, unless it is found in the interest of the service to fill any vacancy by reinstatement, transfer, or promotion.

Appointees whose services are satisfactory may be allowed the increase granted by Congress of \$20 a month.

All citizens of the United States who meet the requirements, both men and women, may enter this examination; appointing officers, however, have the legal right to specify the sex desired in requesting certification of eligibles.

The duties of this position are the propagation and care of nursery stock, landscape gardening, and instructing Indian boys in nursery work.

Applicants should at once apply for Form 1800, stating the title of the examination desired, to the Civil Service Commission, Washington, D. C.; the Secretary of the United States Civil Service Board, Customhouse, Boston, Mass., New York, N. Y., New Orleans, La., Honolulu, Hawaii; Post Office, Philadelphia, Pa., Atlanta, Ga., Cincinnati, Ohio, Chicago, Ill., St. Paul, Minn., Seattle, Wash., San Francisco, Calif., Denver, Colo.; Old Customhouse, St. Louis, Mo.; Administration Building, Balboa Heights, Canal Zone; or to the Chairman of the Porto Rican Civil Service Commission, San Juan, P. R. Applications should be properly executed, including the medical certificate, and must be filed with the commission at Washington prior to the hour of closing business on May 31, 1921.

He's Had Enough

From all the "ails" of 1920,
Deliver me; I've had a plenty.
From entomologists and malcontents,
From borers and cyanide scents,
From "Trustworthy" fools in speeding cars,
From skirts that aim to reach the stars,
From "balled" gowns and "burled" ears,
From scale, curculio and profiteers,
From "cut backs" and wood alcohol
From home brew, saddest thing of all,
From committees, and all that stuff,
Deliver me, I've had enough.

—Paul C. Lindley.

Pomona, N. C.

"Because the public knows, the public appreciates and is responding to OUR DETERMINATION TO CLEAN HOUSE."—J. R. Mayhew.

Tree Planting in Nebraska Sandhills—In 1903 the forest service nursery, located in the Middle Loup valley two miles west of Halsey and known as the Bessey nursery was started. Since then millions of trees have been grown at the nursery and planted in the sandhills. The nursery, Supervisor Higgins says, is capable of producing 2,000,000 trees annually, but its output was curtailed during the war period so that the number for 1921 has fallen to the low mark of 900,000 trees. The number of trees grown in the nursery will be increased for 1922, and it is expected that more than 1,500,000 trees will be produced for planting next spring.

Trees that were planted eighteen years ago have reached a maximum height of thirty feet. They have formed a complete overhead canopy which has shaded out the native grass originally on the ground. True forest conditions, such as occur in natural forests with its thick floor of needles and litter and the shedding off of the lower branches of the trees have been produced in this comparatively short time.

"I am confident that Association activities have contributed largely to our financial success and will steady us during the trying times just ahead."—J. R. Mayhew.

From Various Points

New Nursery Concern—The Leon Leonian Horticultural Association, Terre Haute, Ind., to conserve trees, shrubbery and horticultural crops, to do landscape gardening, and to market nursery, fruit, truck and seed crops. The incorporators are L. H. Leonian, Yates, all of Terre Haute. The capital stock is \$10,000.

An Attractive Catalogue—Among the fine Nursery catalogues of recent issue is that of the Elm City Nursery Co., New Haven, Conn. Excellently arranged material, beautifully illustrated is enclosed in a unique cover. Much is made of landscaping. The catalogue features Home Landscape, Community Landscape, and Industrial Landscape citing factory grounds which the Woodmont Nurseries have beautified. The catalogue seems to be the very last word in attainment.

Bought Fruit Trees to Sell at 50c Each—The Rotary Club of Crawfordsville, Ind., last month bought 1000 fruit trees to be sold to residents of the town at 50 cents each. The mayor and two other citizens of Crawfordsville also bought 1000 Grimes Golden Wine-sap and Delicious apple trees to the retail in Crawfordsville at 50 cents each.

New Express Company—The Southeastern Express Company is expected to begin business soon. It has contracted for the exclusive privilege of conducting the express business over the 9,359 miles of railroads in the Southern Railway System and the Mobile & Ohio Railroad, as follows: Southern Railway, 7,102 miles; Cincinnati, New Orleans & Texas Pacific Railway, 338 miles; Alabama Great Southern, 313 miles; New Orleans & Northeastern, 207 miles; Georgia Southern and Florida, 402 miles, and the Mobile & Ohio, 997 miles.

California Inspection Service—It is announced that the state of California, through its Director of Agriculture, G. H. Hecke, has entered into a definite agreement with the Federal Department of Agriculture, through its Bureau of Plant Industry, by which interstate nursery stock shipments, in transit in the Federal parcels-post, will now receive attention of both Federal and state authorities. Under the new State-Federal agreement, notice of quarantine violations will be duly communicated by the Federal inspectors to the California authorities who will thus have firsthand information in advance of the arrival of the shipment within the state. Whereas the Federal inspectors are without authority by law to destroy contraband material, such shipments will be summarily dealt with by State Department authorities upon arrival at destination.

Lectures on the Rose—At the Rose Show in Horticultural hall April 6th and 7th, Boston, Mass., Robert Pyle, president of the American Rose Society, delivered a lecture on "Roses and Rose Gardens," and J. Horace McFarland, editor of the American Rose Annual, one on "The Rose in America."

Three Million Dollar Berry Crop—That 1,200 cars of strawberries, selling for around \$3,000,000, will be the most substantial result of the labors of the berry growers of Tangipahoa parish, Louisiana, is the statement made by responsible people in touch with the movement of the crop. The season is now just about half over, and already more than 600 cars have been shipped. Ordinarily, at this time of year, Arkansas and Tennessee berries would be entering the market, and strongly competing with the Louisiana product, but the crop in those states suffered a severe set-back on account of freezes in March, and is said to be fully five weeks late. Demand for the fruit more than keeps pace with the supply, and prices continue remunerative. As high as \$6 for a crate of 24 pints has been received during the season, and the market has never fallen below \$3.

"I have never doubted that a rallying around Trade Mark 'Trustworthy Trees and Plants,' will produce business. I believe no mistake was made in adopting the Trade Mark, and my opinion is reinforced by the opinion of some hard-headed business men in other lines."—J. R. Mayhew.



R-65
9" California Pattern. One of
the most popular styles. The
entire line lists 22 numbers.

PEXTO PRUNING SHEARS



An expert was once asked when was the best time to prune. He replied, "Whenever your shear is sharp." This sounds just a little too general, but we all know that judicious pruning most certainly is beneficial and that a sharp scientific pruning shear is the best tool to use.

PEXTO pruning shears have become nationally known as the most satisfactory shear on the market and dealers can recommend them as fully guaranteed by the manufacturer.

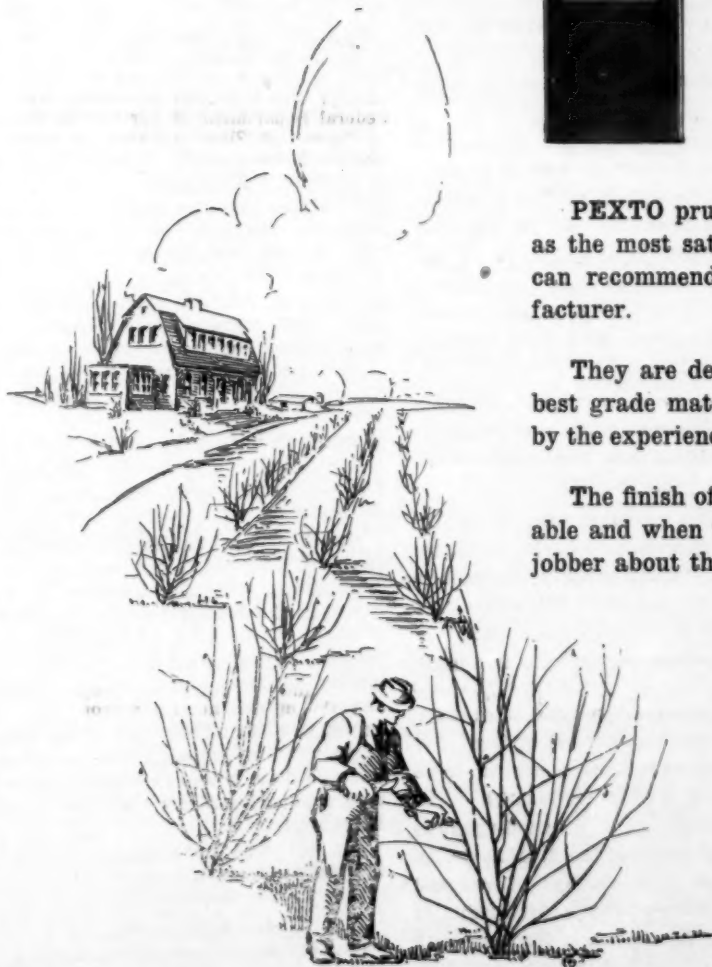
They are designed to work easily and are made of the best grade materials by expert workmen, who are backed by the experience of over one hundred years of tool making.

The finish of these pruning shears is attractive and durable and when well displayed are rapid sellers. Ask your jobber about the PEXTO pruning Shear display boards.

For those who desire to know just the how and when to prune, our "Little Pruning Book" will be of special value. Price 50 cents.



Worth While Tools



THE PECK, STOW & WILCOX CO.
Cleveland, Ohio - U.S.A.

AMERICAN NURSERYMAN

CHIEF EXPONENT OF THE
AMERICAN NURSERY TRADE

Featuring the Nursery Trade and Planting News of American and foreign activities as they affect American conditions. Fostering individual and associated effort for the advancement of the Nursery and Planting Industry.

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Drafts on New York, or postal orders, instead of checks, are requested.

ROCHESTER, N. Y., MAY, 1921

Dr. Hansen's Novelties

Brookings, S. D., April 20—"Solve the farm problems of the western uplands," is the 1921 slogan suggested by the department of horticulture of South Dakota state college in the latest departmental bulletin. In this bulletin Dr. N. E. Hansen lists the latest northern novelties for 1921, including some new fruits, ornamentals, alfalfas and a table cereal. Among the new offerings are some choice hybrid plums, one of them two inches in diameter, a non-blighting, red-jellied crab apple, and a new hybrid of Siberian crab and Duchess apple.

Others among the new offerings are: Siberian buckthorn, hardier than the common buckthorn, foliage a brighter green and appears earlier; an attractive ornamental shrub for the lawn, either for hedges or as single specimens.

A new bush honeysuckle brought from Siberia, of tall growth with yellow or red berries. Good for hedges, screens or as single specimens.

A new Siberian willow, good for a Nursery tie willow or for basketry. "You may tie bow knots in these pliable shoots," says Dr. Hansen, "but it appears practically impossible to break them."

Russian silver-leaved willow. These trees have made a strong growth, are perfectly hardy and are noteworthy for the silvery foliage—a rich silver satin on both sides.

Wild gooseberries, pure native seedlings of the seventh generation; vigorous, very productive; thorny; fruit large, black, smooth, makes an excellent red sauce.

The results in breeding hardy roses are evident from the Tetonkaha, a new hybrid variety.

Wonder if the U. S. Government has been studying the organization of the American Association of Nurserymen as brought about since the famous Detroit convention! The appointment of General Pershing as Chief of the General Headquarters of the Army looks like a leaf taken from the records of the A. A. N., whose Executive Secretary at General Headquarters has brought about progressive results in time of peace, which should prove of inestimable value in case of attack upon the character of the members. A General Headquarters and an efficient Chief has proved to be the biggest thing the American Association of Nurserymen has undertaken.

AN OLIVE BRANCH AND A BIG STICK

The policy of the United States Government is clearly indicated by the firm attitude of the administration in matters of both domestic and foreign affairs. The designation by the War Department of General Headquarters of the Army, with instructions to prepare in time of peace for what would be needed in time of war shows it to be the policy that, while holding out the olive branch to the world, the administration will carry a big stick.

That is the kind of a policy which must govern the American Association of Nurserymen henceforth if it is to make good its promise to the world.

Let the members of the Association see to it that the administration it selects in Chicago next month to govern its affairs is as thoroughly imbued with its responsibility to the rank and file of the organization as is the Federal administration in Washington.

What the American Association of Nurserymen needs right now is a specially selected cabinet of marked ability the members of which will work together on present day lines, and above all the establishment and fearless execution of a policy of determination that no Nurseryman, big or little, can retain membership in the Association unless he operates squarely and honestly; that violation of the square-dealing platform which has been adopted, in or out of the trade, will mean dismissal from the ranks, absolutely.

The rank and file—the votes in the Association—demand that the officers it elects shall enforce its will. It no longer looks to the Vigilance Committee, nor to any other committee to enforce provisions of its Constitution. It is not a committee-governed body. It elects officers to execute its will, and it proposes to attain its objects through efficient organization.

All of the above is clearly indicated in the published expressions of the members of the American Association of Nurserymen in the March issue of this journal.

A radical step was taken when the national organization announced to the world that it would see that the public is protected in dealing with its members. That action is so radical that it will do no longer to turn over organization affairs perfunctorily to a nominal officary and a few committees, and pass on to other matters. Too much is at stake, as has been repeatedly stated or implied in individual emphatic expressions in these columns during the last few months.

Much lime-light has been turned upon the Vigilance Committee of the A. A. N. during the fiscal year now closing. If we read aright the sentiment of the membership of the American Association of Nurserymen, a fair sample of which has been published, the lime-light during the forth-coming administration will be turned in the right direction—upon the officers of the Association and the members of the Executive Committee who will be held accountable for the ac-

tivities of the organization, including results accomplished by committees.

Exactly what appears to be the policy of the present Federal administration—the carrying of a big stick while holding out the olive branch to all—is what is needed in the administration of American Association affairs.

AMERICAN GROWN STOCKS

A progressive step, which is directly in line with the attitude of the American Nurseryman for years, is the appointment by President Stark of the American Association of Nurserymen, of a committee to co-operate actively with the U. S. Department of Agriculture in the work of providing American Grown Seedling Stocks. The importance of this subject is now finally recognized. The national organization of Nurserymen has discussed the subject in annual convention, considering favorably the action which has resulted in the appointment of this committee. A long time ago William Pitkin, president of Chase Brothers Company brought the matter up in A. A. N. convention and stated that it was a subject with which the U. S. Department of Agriculture should actively concern itself since it had the organized means for practical investigation which no single Nursery concern and no body of Nurserymen possesses. President Stark's committee covering widely separated sections of the country is well adapted to co-operate effectively with the Department's experts and to assist in practical experimental work. Developments will be watched with special interest.

J. EDWARD MOON'S BIG WORK

Former President, J. Edward Moon, of the American Association of Nurserymen, who is in Essen, Germany, in charge of the relief work of the American Friends Service Committee, writes that in a district which reaches more than seventy-five miles in each direction from Essen, his committee feeds daily a supplementary meal to 160,000 children. "The management of such a district in a foreign country would be interesting under any circumstances," writes Mr. Moon; "and just now, when the aftermath of the war hangs all about, it is a particularly interesting problem; but the worst of all is that thousands of innocent children are the ones whose whole future life is likely to be blighted."

Mrs. Moon is with Mr. Moon and is actively participating in the work.

Mr. Moon writes that although he is engaged in the biggest business it has ever been his privilege to actively manage, he cannot entirely forget his interest in the Nursery business, and he wants the American Nurseryman sent regularly so that when he and Mrs. Moon have the evening together in the very comfortable home they have for the time the privilege of dwelling in, he can read all that his fellow craftsmen in America are doing.

Mr. and Mrs. Moon expect to return to the United States in June.

IN A NUTSHELL

If the American Association wants a condition in which every member has got to provide trustworthy trees or plants in every sale he makes of trees or plants, or suffer the penalty, the Association can have it.

D. B. Gurney, Yankton, S. D., is president of the South Dakota Horticultural Society.

A Nation-Wide Movement of Particular Interest to Nurserymen

Roadside Tree Planting Is Becoming a Live Issue—Wide Discussion Has Resulted in Marked Interest—Influential Individuals, Departments, Societies and Bureaus Are Co-operating—One Hundred Million Trees Will Be Wanted—Are Nurserymen Ready to Take Active Part—Government Official Suggests Practical Plan for Nursery Trade Co-operation.

Readers of the *American Nurseryman* have noted the special interest in trees expressed on several occasions by C. F. Bley, Hamburg, N. Y., articles from whose pen have appeared in our columns. A short time ago Mr. Bley communicated with George B. Sudworth, dendrologist, Forest Service, U. S. Dept. Agriculture, Washington, D. C., and the following interesting reply was made:

Mr. C. F. Bley, Hamburg, N. Y.

Dear Sir: Your letter of January 17 is received, and I have been greatly interested in your further discussion of roadside tree planting.

I did not purposely omit consideration of the perplexing legal and assumed rights of farmers and other owners of land abutting highways. These questions didn't happen to occur to me at the time. The laws of a good many states are not clear regarding these matters. My impression is that a few states have settled the control of highway trees. I know that the state of Maryland now has a law which is fairly satisfactory, this law giving the state absolute control over the planting of roadside trees and in their protection against vandalism, etc. In order that this proposed roadside planting plan may not be subject to the whims and selfishness of some land owner, it seems to me that the laws of the different states concerned in roadside trees should be made clear on this subject. Otherwise, at some time there is likely to be conflict. The charters of telephone and telegraph companies have unusual rights. Some of these companies could, under authority given them, play havoc with valuable roadside trees. I recall trouble that occurred in 1897 between a telegraph company and an owner of property abutting a street in Nashville, Tenn. A beautiful line of sugar maples had grown up to and about the company's telegraph wires. The charter of the company, granted many years ago, actually gave authority in general terms to clear away all obstructions to its line and the company ruthlessly began cutting the tops out of a large number of these maples for a considerable distance. The citizens were incensed, but they were powerless to stop the company. One citizen, however, who had some 10 or 15 maple trees in front of his property took the law into his own hands. With the help of his son he guarded the trees night and day with a gun, threatening to kill the first man that went into his trees. In this way he actually compelled the telegraph company to take down its wires in front of his property and to go around the back of his residence.

I am very much impressed with what you say in connection with roads running east and west regarding the granting of some sort of compensation to farmers for the loss of productiveness of lands that would be shaded by roadside trees. I think you have put your finger on a very important matter and the only fair way of compensating the owners of such land would be a remission of taxes for a certain amount of land so heavily shaded by trees as not to be fully productive. It seems to me that this would meet any objection that could be made.

I purposely did not consider in my last letter the question of how the trees were to be secured, because it seemed to me a detail of less importance at the time than the fundamental questions under consideration. However, it is, of course, a very important matter. A number of suggestions could be made. One is, there might be Nurserymen in various parts of a state through which roads run, who would be patriotic enough to supply without cost at least a goodly number of trees for planting in their state or county.

Others might embrace the opportunity to supply the trees without cost for the publicity it would give their business.

Still other Nurserymen doubtless would be willing to grow the trees on contract at

a very low cost, probably just covering their actual outlay.

I think in general that Nurserymen would look favorably on some of these opportunities. However, the whole proposition would have to be carefully and fully agitated by a publicity campaign.

Of course, considerable dependence would have to be had upon a contract system of supplying the trees, and this would mean obtaining funds secured through state or federal legislation.

I lay stress upon the possible contribution by Nurserymen of a good deal of stock, from an experience I had in 1912 in the establishment of a forest and arboretum of something like a thousand acres in Western New York. I was greatly surprised to find when I gave Nurserymen, even outside of the state, a chance to contribute tree stock, they responded very generously. It was surprising also to find that German, French, and Holland Nurserymen were also anxious to contribute tree seeds and seedling trees. They, of course, looked upon their contribution as a means of advertising their business in this country.

A little later I shall be glad to write you regarding the cost per tree in large quantities as a basis for obtaining suitable appropriation.

Thank you very much for the newspaper clipping contained in your letter on "Roadside Tree Planting." I think it should have more prominence for it discusses a number of very important features connected with this problem.

GEO. B. SUDWORTH,
Dendrologist.

The suggestion that Nurserymen should become actively interested in this proposition certainly seems worthy of consideration.

Much has been written, pro and con, about roadside tree planting. The advocates have modified original ideas so that now most of the objections have been met, at least in great measure, in revised proposals. A series of articles on the subject has appeared in print, from the pen of Mr. Bley who is one of the foremost advocates. His most sanguine expectations have been exceeded by the reception accorded to the project by the heads of departments and bureau chiefs, from Washington to Albany, Syracuse, Ithaca, and at Harrisburg, Pa.

If all the roads in the United States outside of incorporated towns and cities were so planted, trees 50 feet apart on either side of the road, it is estimated that when mature the trees would equal a forest unit of more than nine and one-half million acres, based on calculations made in Washington, D. C., of 55 trees ten inches in diameter per acre of virgin forest.

The source of supply of so many trees is giving the promoters of the plan some concern. They are inquiring whether it is practicable for Nurserymen of the country to supply them, even gradually. Also upon what terms. It is estimated that to consummate the plan 100,000,000 trees would be needed, of size, say 10 to 12 feet.

The problem is one of the future, of course; for time to grow must be considered. It is for this reason that these questions are asked now, the purpose being to plan well in advance.

We would like to have expressions in our columns by Nurserymen in regard to this subject.

1. Would it be practicable and expedient for Nurserymen—in order to provide for getting the movement under way—to

offer to supply the trees at cost, including cost of delivery. At the outset, at least?

2. Is there prospect of direct advantage to Nurserymen by so doing, in the way of educating the public to the value of shade trees generally?

3. Would it not be good policy to consider supplying trees at cost for public highways, to the end that thereby farmers might be brought more easily to see the advantage of ornamenting their door yards—to the mutual advantage of farmer and Nurseryman at regular prices?

May we hear from our readers on the subject?

Proposed Legislative Act

An Act To Plant Forest Trees on Public Roadsides

Pursuant to planting all public roadsides to suitable forest and edible nut bearing trees;

The People of the State of New York enact:

Sec. 1. The New York State Department of Agriculture is hereby empowered and directed to plant shade and edible nut bearing trees on all public roadsides in New York state;

Sec. II. The trees so planted and any shade trees and edible nut bearing trees now standing within the legal road boundaries shall be under the care and control of said Commission; such trees shall be held to be public property.

Sec. III. Said Department of Agriculture shall have power and is hereby directed to advertise for bids and let contracts for supplying the required trees;

Sec. IV. No person not authorized by said Commission shall trim, cut down, deface or disturb any tree now or hereafter standing within the legal road boundaries;

Sec. V. By public appraisal of land values and payment of appraisal sum to abutting property owners the title to sufficient lands to make all public roads not less than four rods wide shall pass to the public;

Sec. VI. No telegraph or telephone company or any other public service corporation shall be permitted to trim, remove or in any way interfere with or hinder the growth of such highway trees;

Sec. VII. The Department of Agriculture shall have power and is hereby directed to appoint a deputy in each county to supervise and direct all roadside tree planting;

Sec. VIII. For his services such deputy shall receive for the time actually employed in such work at the rate of five thousand dollars per annum.

Sec. IX. Any person or corporation who shall trim or cause to be trimmed, cut down or be removed, or mutilate, deface, damage, or in any way interfere with any tree or trees now or hereafter designated as a roadside tree shall be guilty of a misdemeanor and upon conviction shall pay a fine of not less than \$10.00 nor more than \$500.00 for each and every offense;

Sec. X. The products of such roadside trees shall be the property of abutting property owner, and may be harvested upon permit annually issued by the Department of Agriculture;

Sec. XI. Should said property owner waive the right hereby conferred then the Department of Agriculture shall make other provision for the disposition of products;

Sec. XII. The legislative shall set aside for the inauguration and carrying out of this act the sum of \$25,000.00.

"Almost anyone can have an income of a few thousand dollars a year from nut orchards, if he really cares to bring his initiative to bear upon the subject."—Dr. Robert T. Morris, New York city.

Additional Seasonal Trade Reports

All Records Broken

Newark, N. Y., April 25—Conditions never have been or looked better to us than at the present time.

The past season's sales have surpassed anything we ever had before. We have cleaned up much better than usual, and prices have remained quite firm to the very last.

With regard to the outlook for next season, we see no reason why there should not be a continuation of good business and good prices. Conditions in the country are gradually getting better, and which should insure a good business for Nurserymen another season; and the general shortage of both fruit and ornamental stock for the coming season will naturally have its tendency to hold prices up.

It is our opinion, that the amount of stock in the country for the coming season's business is less than there has been before in a great many years. The shortage of general planting stock, including ornamentals and fruit tree seedlings, as well as labor during the war, will be felt this year more keenly than at any time before.

JACKSON & PERKINS CO.,
By C. H. Perkins, 2nd., Vice-Prest.

In the Huntsville District

Chase, Ala., April 25—Without exception we think the Nurserymen in this section have cleaned up pretty clean on everything this spring. Too early yet to get much of a line on the situation for next season. Think the supply of Nursery stock generally in Huntsville district is about on a par with last season. Sales in southern territory, will be hard to make this year but yet there will be a fair business for everybody who goes out after it with a little more vim than for the past two or three years. All plantings in the Huntsville district look good. There was some little singeing of tender stuff by late frost but no material damage here.

CHASE NURSERY CO.,
H. B. Chase, President.

Mississippi Valley Apple Growers—The twenty-second annual meeting was held April 23rd at Hannibal, Mo. Professor V. R. Gardner, noted apple expert, president of the Missouri state university, and Dr. J. R. Lambert of Quincy, president of the Illinois State Horticultural association, were among the speakers and instructors. A goodly number of successful orchardists of Missouri and Illinois participated in the proceedings. James Handly, Quincy, Ill., says: "In forecasting future population of the United States, it will be remembered that the late Champ Clark figured that in the year 2020, Missouri would have a population of 70,000,000. In that event, there should not be an inch of idle or non-productive soil. While it is quite probable that many living in Hannibal at the present time will have no direct interest in what may happen to the place in the year 2020, still, as good pioneers in all manner of public improvements they should blaze the way for future following generations."

The horticultural work of Montana will continue to be directed from Missoula, according to J. C. Wood, state horticulturist, who has just returned from Helena where he held a conference with Chester Davis, the new commissioner of agriculture.

"Every member, whether doing a million dollar volume or five thousand dollar volume per year, has been the recipient of these benefits, and I am wondering if this fact enters into the opposition to our present policies."—J. R. Mayhew.

Reference in Mr. Mayhew's clear exposition of A. A. N. policies in this issue, to "progressives vs. the old guard," impels us to direct attention to the fact that the Old Guard was the coinage of a publication other than the *American Nurseryman*, and that the gauntlet thus thrown down was taken up by this journal only by way of response. It was necessary to designate others than those of the Old Guard in some manner; therefore we used the term Progressives. If selfish interests in any way seemed to obtrude at any point they must have done so in the article or articles published elsewhere, which this journal felt impelled to answer. This journal throughout has argued upon lines which the great majority of the membership of the A. A. N. has strongly emphasized—they are far from selfish.

"I feel the office of Executive Secretary should be given larger privileges, that the entire management of Association affairs, should be under his direction with the concurrence of the Executive Committee, and that said Committee should, when elected, carry out the will expressed in convention."—J. R. Mayhew.

Estabrook Associate Chief—In combining the Bureau of Markets and the Bureau of Crop Estimates of the United States Department of Agriculture, which has been approved by Congress, and which will become effective July 1, George Livingston will remain chief and Leon M. Estabrook will become associate chief. The new bureau will be known as the Bureau of Markets and Crop Estimates.

It was reported from Geneva, N. Y., last month that wages were reduced somewhat in the local Nurseries; packers receiving \$3 per day instead of \$3.50 as in the first part of the season, and helpers and women \$2 instead of \$2.50.

The Paoli, Ind. Republican of March 16th says: C. M. Hobbs, the head of the C. M. Hobbs & Sons' Nursery at Bridgeport, was a visitor in Paoli last week, looking over the fruit prospects and visiting old friends.

NATIONAL AND DISTRICT NURSERY ASSOCIATIONS

American Association of Nurserymen—President, Lloyd C. Stark, Louisiana, Mo.; vice-president, M. R. Cashman, Owatonna, Minn.; treasurer, J. W. Hill, Des Moines, Ia.; executive secretary, John Watson, 400 Nassau St., Princeton, N. J.; Assistant secretary and traffic manager, Charles Sizemore, Louisiana, Mo. Executive committee: Lloyd C. Stark, chairman; J. Edward Moon, Morrisville, Pa.; C. R. Burr, Manchester, Conn.; E. W. Chittin, Winchester, Tenn.; C. C. Mayhew, Sherman, Tex.; J. B. Pilkington, Portland, Ore.; E. S. Welch, Shenandoah, Ia.; T. B. West, Perry, O. Legislative and Tariff committee: C. H. Perkins, 2nd., Newark, N. Y., chairman. Meets 4th Wednesday in June in Chicago, Ill.

Western Association of Nurserymen—President E. P. Bernardin, Parsons, Kan.; vice-president E. H. Smith, York, Neb.; secretary-treasurer, George W. Holsinger, Rosedale, Kan. Executive committee: H. D. Simpson, Vincennes, Ind.; C. G. Marshall, Arlington, Neb.; C. C. Mayhew, Sherman, Tex.; E. E. May, Shenandoah, Ia.; J. H. Skinner, Topeka, Kan. Program committee: M. R. Cashman, Owatonna, Minn.; George A. Marshall, Arlington, Neb.; Harry Hobbs, Bridgeport, Ind.

Pacific Coast Association of Nurserymen—Pres., F. H. Burglehaus, Sumner, Wash.; vice-presidents, A. A. Kelly, Spokane, Wash.; C. B. Miller, Milton, Ore.; J. B. Wagner, Pasadena, Cal.; Richard Layritz, British Columbia; C. T. Hawkes, Caldwell, Idaho; B. H. Bower, Provo, Utah; secretary-

Western Oregon Fruit District

C. E. Wilson, Salem, Ore.

The Western Fruit District of Oregon is divided into three districts. The big and greatest fruit district is the Willamette valley, extending from Portland south through Salem and beyond Albany, as far south as Eugene, where the Willamette river leaves the valley and goes up into the Cascade mountains.

Then a short distance south of Eugene begins the Umpqua valley and the great prune sections as well as apple section with Rosenberg as the center.

Farther south is the finest pear district in the world centering on Medford. These Medford Bartlett's and Bosc pears topped the world's markets in London, New York and Chicago last season, on auction.

So here you have Western Oregon: Willamette valley, Umpqua valley, Rogue River valley.

The famous McKenzie country is off from Eugene. In my office I look up Mt. Hood, Mt. Jefferson, The Three Sisters and as fine a mountain range as you can find out doors.

"Can't the minority realize that in this land of ours majorities rule, and that majorities are going to continue to rule?"—J. R. Mayhew.

New Grape Fruit has Strong Perfume—A despatch from DeLand, Fla., April 8th says: Lue Gim Gong, whose estate near here is one of the show places of Central Florida, has produced another remarkable variety of citrus fruit, a perfumed grapefruit, which when placed in a room permeates the atmosphere with an odor unlike that of any other member of the citrus family. The horticulturist has one tree of the variety in bearing.

Lue Gim Gong is the originator of the Lue Gim Gong orange, named after its propagator, and on his estate has several trees of this variety with oranges which have been on the trees from one to three years.

"I have before me a voluminous pile of letters from influential men, not Nurserymen . . . Without exception these men indorse the work of the Association and predict in glowing terms the future of our industry."—J. R. Mayhew.

treasurer, C. A. Tonneson, Burton, Wash. Meets July 12-14, 1921 at Seattle, Wash.

New England Nurserymen's Association—President, Charles Adams, Springfield, Mass.; vice-president, John K. M. L. Farguhar, Boston, Mass.; secretary, Sheldon Robinson, Lexington, Mass.; treasurer, V. A. Vanicek, Newport, R. I.

Northern Nurserymen's Retail Assn.—President E. C. Hilborn, Valley City, N. D.; vice-pres., L. J. Tucker, Madison, Wis.; secy-treas., Robert Wedge, Albert Lea, Minn. Annually in Dec.

Southern Nurserymen's Association—Pres., Paul C. Lindley, Pomona, N. C.; vice-pres., C. A. Simpson, Monticello, Fla.; secy-treas., O. Joe Howard, Hickory, N. C.; 1921 meeting Sept. 7th.

Southwestern Association of Nurserymen—President J. M. Ramsey, Austin, Tex.; vice-president, N. M. Shive, Cabot, Ark.; secy-treas., George F. Verhalen, Scottsville, Tex. Members executive committee with officers: Jim Parker, Tecumseh, Okla.; E. W. Knox, San Antonio, Tex.

Western Canada Nurserymen's Association—President, H. L. Patmore, Patmore Nursery Co., Brandon, Manitoba; first vice-pres., A. Mitchell, Mitchell Nursery Co., Coaldale, Alta.; second vice-pres., B. D. Wallace, Island Park Nurseries, Portage La-Prairie, Man.; secy-treas., T. A. Torgeson, Prairie Nurseries Ltd., Estevan, Sask.; Members of executive committee, Homer J. Barry, Clover Nurseries, Bremner, Alta.; W. J. Boughen, Valley River Nurseries, Valley River, Man.

The Damage by Frost

Prof. M. B. Waite, pathologist, U. S. Dept. Agr., Washington, D. C. on April 1st said:

In some cases 25% of live buds on the tree may make a very good crop if conditions are favorable during the subsequent blossoming and fruit setting period for these buds. If one-fifth of these buds are able to set fruit and mature this would give 5% of the original 100% of buds on the trees and with a full blooming apple tree that is ample to make a crop. I have several times seen a very good though perhaps not full apple, pear and peach crop made under similar conditions. I have even seen fair peach crops made from 10% of live buds when 90% were killed. In dormant winter killing of peach buds in 1914, I had Elberta peaches badly overloaded with only 20 to 30% of live buds. However, we left double in pruning, that is we cut off only half of the twig growth instead of three-fourths, but as it turned out, we did not prune enough. The younger these buds at the time of the freezing, the less they will feel the shock of the freezing. It is undoubtedly true that a good many of the buds which are nearly open will be somewhat injured and stunned by the freezing even though not actually having their centers killed. It will be very hard to tell just how much of this sort of thing has happened but you may feel pretty sure that those which remain fresh and green a day or two after the freeze will have a fair chance to set fruit.

"There are two or three points in regard to examining these buds that may be mentioned. The condition of the bud can only be determined by splitting it lengthwise through the center. In a badly killed bud the ovules or embryonic seed, the core itself and the pistils will be found dead and blackened. In a less seriously frozen bud the ovules, only, will be killed or the ovules and the miniature core will show the browning. These are doomed just the same and will not set. In a live bud the ovules and the little core will show a greenish-white color slightly lighter green than the walls of the little fruit. To repeat, there may be some of these which are stunted by the frosts so that they will not develop but in a general way the particular flower is pretty apt to be either killed at the center or else alive so that it can function.

"There is another point which should be noted, namely, in splitting these fruits you will notice that the skin has been loosened from the little apples in many cases. It is apt to be quite loose on those which are killed at the center but you may find it loose on many of those which are alive. It is a curious thing that this will actually grow fast again on many of the fruits. When it does not grow fast or what is more likely to occur, when it fails to grow fast at the upper end around the calyx, it will result in a russet ring around the apple between the equator and the calyx. These russet rings are well known and are known as frost bands. It will be interesting to look for frost bands on your fruit this summer. The reason for the frost band is that the skin which fails to grow fast dies and later corky cells or wound tissues are produced to replace the skin.

"One other point I ought to mention is that invisible injury to apple buds and blossoms produced by frosts which do not kill or blacken the centers is much more apt to occur to the open bloom than it is to these buds. Fruit growers are more or less familiar with this injury by frost cold to the open blossoms and the point I wish to make is that this invisible injury either does not occur at all or occurs to a very much less extent on the unopened buds.

It should be noted particularly in regard to your prospects of a crop from these buds which are now alive that they still have to go through all the vicissitudes of the blossoming and fruit setting period. This is a very critical condition at any time in regard to the fruit crop. The pollinating and fruit setting of the apple requires warm, sunny weather. Cool, chilly weather, cold rains and light but non-killing frosts all have a serious effect during the pollination and fruit setting period. Let us hope that you will have a warm spell of several days' duration when this fraction of live buds is going through the blossoming stage. With the crop prospects already greatly reduced this critical period will be much more important than ordinary."



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BOSKOOP, HOLLAND

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Have a few Standard and Dwarf Pear and
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Large stock of Sugar Maples, 2 1/2 to 4 inches.
Nice block of transplanted American Elm,
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General Assortment.

W. B. COLE, Painesville, Ohio.

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Courses of Nursery Training in Colleges

Are planned as the result of American Association of Nurserymen activity. A Committee on Nursery Training, of that Association, is co-operating directly with Agricultural Colleges in the establishment of such courses. Detailed information may be obtained by an applicant for such training by addressing the executive office of the Association, Princeton, New Jersey.

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HENRY HICKS, Westbury, N. Y.

THEODORE BORST, Boston, Mass.
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American Nurseryman
American Nursery Trade Bulletin

Present Policies of the American Association of Nurserymen Will Be Indorsed by the June Convention

I did not intend to say another word on this question until June convention, but Mr. Pitkin's reference to me in April issue of the trade journals suggests that this contribution is not out of place. My esteemed friend forgets established rules in his article in that he uses numerous quotations, and in such fashion as to lead the reader to conclude that said quotations were something I had said on the subject, when in reality I had said nothing of the kind. I have refrained from all personalities in this discussion and shall so continue. I was in no wise responsible for and do not endorse the array of "progressives vs. the old guard" appearing in recent issue of *American Nurseryman*, and had I been consulted I would have refused to allow use of my name in this fashion. If I have had any part in shaping the policies of A. A. N. in the past, I have endeavored to eliminate selfish interests in all of it. I accord to every other man the right I reserve for myself, to think and act for himself; hence Mr. Pitkin in opposing a policy for the Association which he deems impractical is acting wholly within his rights, and when he thinks any of us on the other side are going to fall out with him for this, he is drawing on his imagination. The only criticism I have of a few of my good friends who voted "no" in the last two conventions is that their sense of comprehension seems, for some inexplicable reason, dull. Can't the minority realize that in this land of ours majorities rule, and that majorities are going to continue to rule? On the eleventh of last November a Republican majority, as brutal as the majority against Mr. Pitkin in last A. A. N. convention, gave me the greatest jolt of my life, but there is not a Republican in the nation who has a better president today than have I, or who would do more to hold up his hands. I believe in the rule of the majority, and the rule of the majority has made this the greatest nation under the sun. Now, if Mr. Pitkin can persuade the majority that the Association's policies of the past few years are inferior to the good old days prior to 1915, then back to "normalcy" we go, and I'll bow to the will of the majority, and be gracious about it. So much for introductory.

What we all want, I take it, is to determine what is best for the Nursery interests of America, and to do that particular thing. If we are not right we want to get right. Anyone offering a criticism, however, should

offer something in place of the thing criticized. If any one has a better horse, trot him out.

Article IX of the Constitution

During the past five years we have been erecting a house, and above the door we have placed this sign: "Only those who can and will live up to the teaching of Art. IX. of the Constitution can enter." If we had done nothing more than to honestly adopt and honestly endeavor to live up to the ethical standards set forth in Article IX. of our Constitution, the money and efforts of the past five years have been wisely expended. Some of our friends are terribly afraid that our acknowledgment of needed reforms will create in the minds of the public a suspicion that all is not right among the Nurserymen, and they resent any inference that there is any ground for suspicion here, and with bravo worthy a poker player of long ago say, "we are as clean in our methods as men in other lines of business." Well, nobody doubts this, but where does that get us? Now, brother, I know, you know, and, God bless you, the public knows that this is all buncombe, pure and simple, and because the public knows, the public appreciates and is responding to our determination to clean house. The selling methods of many Nursery concerns in the past were a disgrace. The advertising was misleading and often one hundred per cent false. It was an acknowledged practice, often openly discussed on the floor of the convention, that the Nurserymen's dealings, one with the other, were downright rotten, and the statement by one of the leading Nurserymen of American to the effect that "there is a certain bunch of men in the trade who openly boast that they make rejections pay their freight bills," brought forth the resolution on compulsory arbitration, which I believe all agree has been salutary. In theology, repentance and acknowledgment of sin is necessary to forgiveness, and the same is no less true in the business world. Let us quit dodging this issue. I said in a speech before the convention some years ago that if we refuse to clean house the public would demand that the government do the cleaning for us, and we have been busy at the job for several years; and, while not half through, we can report progress. There is not a thinking man among us but that knows that from an ethical point of view the improvement in Nurserymen's policies is most marked.

Now, I do not mean to say that the thing was all bad. Many firms have always pursued methods above reproach, but it is the guilty element whose sins all of us have had to answer for, and they have not always been the one-horse, backwoods Nurserymen either.

Our Efforts Are Approved by the Press, Entomologists, and Public Generally

Mr. Pitkin asks, and I take it has an open mind here, what good has the Association accomplished under the new regime. I repeat that the public generally recognize and appreciate the effort we are making to get on a higher plane. I have before me a voluminous file of letters from influential men, not Nurserymen, representing a certain phase of horticulture and representative of the United States. Without exception these men endorse the work of the Association and predict in glowing terms the future of our industry. Practically every one of them was cognizant of the facts above stated, that the methods of many Nursery concerns were shady, that no concerted effort on the part of our organization was made prior to 1915 to correct recognized irregularities; hence, when a forward move was made, it was heralded with delight. I believe, and have the evidence before me, that because of these facts, our standing with the public is higher than ever before in the history of the industry. In other words, we have taken the public into our confidence, and in all of this we have acted wisely. Now, suppose the June convention determines to return to the good old days Mr. Pitkin longs for, repudiates the stand taken these five years, acknowledges to the public that we cannot enforce Article IX. of the Constitution, that that because of the hazards (?) "trustworthy trees" and the work of the vigilance committee are to be scrapped—what then? We throw away the best asset we have and one that has cost us a considerable amount of money. Immediately the public loses confidence in our integrity, and the particular thing we have started out to do for ourselves, and which we can do better than anybody else, will be done through the federal and state horticultural boards. I know that we can and should live square up to our present high standards, and say to the world unequivocally that we intend to enforce through vigilance committees Article IX. of the Constitution, and if I mistake not the mind of the membership this is

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AMERICAN NURSERYMAN

NURSERY TRADE BULLETIN

what the June Convention will do. I therefore say that one of the results "promised so glowingly by the progressives," is today realized in "good will" of the public, an intangible asset, to be sure, but exceedingly valuable nevertheless.

The Past Five Years the Most Profitable Perhaps in the History of the Business

That has been true of other lines as well, but the present is far from being rosy, and after all deductions have been made I am confident that Association activities have contributed largely to our financial success and will steady us during the trying times just ahead. I have never doubted for a moment and do not doubt now that a rallying round our trademark, "Trustworthy Trees and Plants," will produce business. I believe no mistake was made in adopting the trade-mark, and my opinion is reinforced by the opinion of some hard-headed business men in other lines. Benefits derived from advertising are difficult to trace, but the best business minds of the nation are agreed that advertising pays, and I think we all agree that the character of advertising done through our M. D. committee has been of a very high class. Now, to be sure, every member whether doing a million dollar volume or five thousand dollar volume per year, has been the recipient of these benefits, and I am wondering if this fact enters into the opposition of our present policies.

Equal Benefits to All—Special Privileges to None

Once upon a time in the good old days of long ago, the combined membership dues of the many small firms provided funds for the expenses of the Association. The objectives of the past were "Tariff, Transportation, Legislation." Who are most interested in these matters of "general interest?" The business of a large majority is local, or practically so. Transportation and Legislation is largely a state problem, and Tariff is so far removed that it is seldom if ever thought of. Therefore, under the old regime the money for financing the affairs of the Association was contributed by many and expended primarily for the few, those doing interstate and foreign business. Under our present policies, Tariff, Transportation, and Legislative matters are being ably taken care of, and paid for out of a treasury created through dues and fees collected on a basis of volume of business: The firm of large volume pays large dues, while the firm of small volume pays small dues. Honest, John, is there anything wrong with the present plan, and would it be fair to the majority to return to "normalcy" in this regard?

Cost

Of course our organization has cost some money, we knew it would cost something in the beginning. I have not regretted a penny that I have contributed, for I have had a feeling all along that Association funds were being wisely expended. As far as I am able to judge, the constructive work of our able secretary, Mr. Watson, has been of the highest order. He has beyond question discharged the duties of the office fairly and with high efficiency, and I hope he may be persuaded to continue in a work for which he is so admirably fitted. If a business doing the volume of A. A. N. can't afford to spend \$15,000 to \$20,000 per annum, we do not need an organization at all, and should abandon all efforts to maintain one. In this regard, I feel the office of Executive Secretary should be given larger privileges, and that the entire management

of Association affairs should be under his direction with the concurrence of Executive Committee, and that said committee should when elected, carry out the will expressed in convention. I am of the opinion that a serious wrong was done the membership doing a small volume of business in the adoption of the schedule of dues at last convention, and right here I pledge my best effort to righting that wrong at the coming convention. We need every one of these members of small business, as we do members of large business, and the rate of taxation should be as nearly as possible equalized.

As before stated, many changes in Constitution must of necessity be made from time to time, but in principle I believe that we are on the right track, and that what has been accomplished justifies us in going forward along present lines. I am perfectly willing to listen patiently to what any member has to say on the subject, to consider any plan any one has to offer, and then let the membership determine what character of organization it wants. Mr. Pitkin and I both want the best working organization for American Association of Nurserymen. We just happen to see things differently, and whether the majority agree with him or me, we will both be found retaining our membership in A. A. N., and doing our dead level best to make it a serviceable organization.

J. R. MAYHEW,

Waxahachie, Texas, April 23, 1921.

Well-Known Holland Grower Here

J. Dykhuis, of Felix & Dykhuis, Boskoop, Holland, declared to be the largest growers of Nursery stock in Holland, is in the United States for a short stay and has headquarters with Maltus & Ware, 116 Broad street, New York City. Mr. Dykhuis says his firm has been doing an excellent business during the last year, especially in fruit stocks, as well in America as in Europe. They now have very fine cultures of these plants, on a sandy soil which is so well adapted to them and which gives them fibrous roots.

Besides this, Felix & Dykhuis have been favored with sale of the plants of the well-known firms of E. Turbat & Co., of Orleans, France, for French fruit tree stock and novelties; Fratelli Sgaravatti of Soanara, Italy, for Myrobalan, cherry stocks, etc.; and Greens, late Hobbies, Dereham, England, for English Manetti. Thus they may truly be said to represent European horticulture in all its branches and can serve everyone according to his wishes. Undoubtedly Mr. Dykhuis will be at the Chicago convention of the A. A. N.

Nurserymen To Supply

C. M. Hobbs & Sons, Bridgeport, Ind., have been called on by Governor Warren T. McCray of Indiana to provide a native Hoosier Sugar maple tree to be planted in the forest of states, at Exposition park, Los Angeles, Calif., where native trees from each of the 48 states are to be grown. The request for the Indiana tree came several days ago from the Los Angeles Chamber of Commerce. Governor McCray stated in his letter granting the request that while sugar maple, oak, beech and elm are the most common of native Indiana trees, the sugar maple has been selected because of its adaptability to soil conditions in Los Angeles.

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We have a position for an experienced man to act as assistant foreman on a nursery. One who has managerial ability and is capable of handling men.

We want a man who is familiar with the growing, budding, propagating and cultivation of fruit trees, shrubs, roses, etc. We will furnish such a man with a house, good pay and pleasant surroundings.

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CHARLES BLACK, Hightstown, New Jersey

Peach Pits

The Howard-Hickory Co.
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Nurserymen Warned Against Misuse of State Certification

Misuse of state certification in shipments of currant and gooseberry plants by Nurserymen affected by Federal quarantine No. 26 against pine-blisters may be prosecuted as a violation of the quarantine if it is declared by the Federal Horticultural Board, United States Department of Agriculture.

Several Nurserymen in the area covered by the quarantine, it is said, have made arrangements to have orders for currant and gooseberry plants from points outside the quarantined area filled by Nurserymen west of the quarantine line. There is no objection to this practice, it is declared, but there is a very decided objection to a misuse of state certificates in connection with such shipments. A number of instances have come to the notice of the board in which the tag of the firm situated in the quarantined area, bearing the inspection certificate of the state in which the firm is located, has been attached to the shipment.

The use of such certificates, it is said, under the circumstances given is not only fraudulent but is likely to be very much to the ultimate disadvantage both of the shipper and the receiver of the stock. Both State and Federal inspectors, it is pointed out, must take the evidence of the shipping tag and certification, and persons making such misuse of shipping tags and certificates run the risk not only of being prosecuted as violators of the quarantine but of having the stock seized and destroyed or refused entry into the state of destination.

Nurserymen who have engaged in this practice, says the board, are therefore warned of the risk involved. The certification of such goods should be made by the officials of the state from which the shipment is actually made.

The Independence Nurseries Co., Independence, O., has been chartered with a capital of \$55,000, to operate a Nursery. The incorporators are A. S. Buskirk, R. F. Gaab, A. C. Wunderink, L. W. Gaab and W. A. Daley.

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Fine Sphagnum Moss, well baled, good quality, standard size bales in burlap at 75 cts., in wire bales 14x16x23 at 45 cts., and in wire bales 14x16x46 inches at 70 cts., per bale.

Why pay the middleman's profit? Send me your orders, and you will get prompt service and satisfactory results. Cash with order.

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SPHAGNUM MOSS. BEST QUALITY.

Standard size in burlap: 5 to 25 bales, at \$1.00 per bale. 25 to 100 bale lots, at 95c per bale. **Wire bales**, from 5 to 25 bales, at 70c per bale. 25 to 100 bale lots at 65c per bale.

Write for prices on car lots. Cash with order on all lots less than car loads.

M. L. Hancock & Sons, City Point, Wisc.

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"Ready Made" Nursery and Fall Bulb Catalogs, with your name and address on the front cover. Beautifully illustrated, with natural colors on cover pages. We keep them in stock for prompt shipment. Ask for a sample copy. They will greatly increase your sales - and they don't cost much. CAMPBELL PRINTING COMPANY 817 WALNUT ST. DES MOINES, IOWA

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This machine has never been used and sells for \$1025.00. Anyone desiring this kind of a tractor can pick up a good bargain by writing to

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Forty-sixth ANNUAL CONVENTION AMERICAN ASSOCIATION OF NURSERYMEN

CHICAGO, ILL., JUNE 22, 23, 24, 1921

THE Annual Rendezvous of the progressive Nurserymen of America, for review of another fiscal year and for plans for 1921-1922. Program of practical business topics of vital interest to the Trade. Representative attendance, wholesale and retail; all sections; all phases. Present and prospective members get together. Particulars later.

For Further Information Write

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Fowler Nursery Co.

The Fowler, Ind., Review, Feb. 13, says: "Through the agency of Chavis and Humbert, the lands on fifth street occupied by the Fowler Nursery Co. owned by Roy Atkinson were sold on Tuesday to Henry Plantz, a prominent farmer living north of Fowler, the consideration being \$7,100. The sale includes 5000 building blocks and also other building material on hand. Mr. Atkinson last season began the building of a home, completing the foundation and basement, but later discontinued work. The north nursery building also goes to Mr. Plantz who will begin work on a modern residence by the 1st of March. Mr. Plantz it is understood will actively superintend the operation of his large farm going back and forth from town.

"Mr. Atkinson has reserved the south nursery building and all of the nursery stock and will be given a year's time to remove the same selling a considerable portion as the season permits."

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SUBSCRIPTION—\$2 per year. Three years, \$5. Canada, abroad, 50c extra a year. TRADE FEATURE—Crop reports, prices and trade news for Buyers.

COMBINATION OFFER—Membership in the National Nut Growers' Association or in the Northern Nut Growers' Association may be had in connection with subscription for the American Nut Journal, at marked reduction in price. Membership in each Association for the Journal, for a total of \$3.25. Applications may be sent to the Journal or to either Association.

ADVERTISING RATE—\$2.80 per inch; \$10.00 per eighth page; \$20.00 per quarter page; \$80.00 per page. Forms close: 10th each month. Issue: 15th of month.

Owing to the scarcity of nut literature, the "American Nut Journal" has special value. Its files are invaluable. Back numbers Scarce.

New California Nursery

Waterford, one of the thriving towns of Stanislaus county, California, which has rapidly come to the front since the organization of its irrigation district, a couple of years ago, has a new enterprise which is being launched by H. V. M. Hall, formerly of Connecticut, but who has resided in Los Angeles for some years, says the Fresno, Cal., Republican. He will inaugurate a large nursery project north of that city on the bank of Dry Creek on either side of the railroad track. He is a practical nurseryman, with years of experience, and has a fine understanding of the business. The nursery will be known as Hall's Double Selection Nursery, and will propagate only the best and most popular varieties of fruits. At present he has about three acres of Thompsons and a similar acreage of Malagas all with strong rootings and giving promise of health and vigor.

The big task laid out for this spring, however, is the budding of 50,000 peach trees and the planting of 50,000 fig tree cuttings. The budding is to be done on peach stone seedlings, which is considered the most approved stock in that district for peaches, plums, prunes and apricots. All buds for this immense planting are to be furnished by the Nurserymen's Bud Selection Association, of which William T. Kirkman of Fresno is president, and of which Mr. Hall is an active member.

As is well known, buds determine the character of the fruit, while the root stocks determine the character and vigor of the tree. It will be the plan of the Hall nursery to pull up and destroy all young trees that do not come to the standard, and for this reason trees thus propagated should give a very high percentage of growth.

New Director at Geneva, N. Y.

Dr. R. W. Thatcher, Dean of the Department of Agriculture and Director of the Experiment Station, University of Minnesota, was elected Director of the New York Agricultural Experiment Station to succeed Dr. W. H. Jordan who retires July first.

"Transportation and Legislation is largely a state problem, and Tariff is so far removed that it is seldom if ever thought of. Therefore, under the old regime, the money for financing the affairs of the Association was contributed by many and expended primarily for the few, those doing inter-state and foreign business. Under our present policies Tariff, Transportation and Legislative matters are being ably taken care of, and paid for out of a treasury created through dues and fees collected on a basis of volume of business."—J. R. Mayhew.

The Kavan Nurseries of San Bernardino, Cal., are large growers of Roses and other ornamentals, who are forging ahead along safe and sane lines. They report a good jobbing trade in Rose plants this year. The production of certain plants heretofore imported exclusively from Europe is a growing factor in California.

Transportation

President Stark of the American Association of Nurserymen has been conducting an inquiry among the membership of the Association and supplying information to Congressmen, regarding the increase in express rates on Nursery stock from second class to first class rating. This increase went into effect on January 1st. The membership has been requested to send to Traffic Manager Charles Sizemore, Louisiana, Mo., such replies as they receive in answer to correspondence, from the Interstate Commerce Commission or express company officials.

Among the replies thus received is a letter to W. A. Drummond, Nurseryman, St. Louis, Mo., from George S. Lee, traffic manager American Railway Express Co., New York City, which is as follows:

AMERICAN RAILWAY EXPRESS CO.
Office of Traffic Manager
51 Broadway, New York
March 29, 1921.

Mr. W. A. Drummond,
Nurseryman, Oriole Avenue, St. Louis, Mo.
Dear Sir: This will acknowledge receipt of your favor of the 21st inst. with reference to recent change in the Classification of Nursery stock.

The subject of this change had been under consideration for more than a year. In the early part of 1920 we submitted an application to the Interstate Commerce Commission for authority to make certain changes in our Official Express Classification, one of them being this change on Nursery stock from second class to first class. This application was assigned for hearing by the Commission at a number of the larger cities throughout the country, and evidence was taken in each of these cities and decision finally rendered by the Commission in the Fall of 1920, at which time they approved the increased rating on Nursery stock. The Nursery stock shippers were represented at the hearing in Chicago by Mr. Charles Sizemore of the American Association of Nurserymen. Mr. Sizemore objected to the increased rating and stated fully and clearly the views of the members of his Association. The Express Company called attention to the fact that the Commission's original decision in the Rate Case of 1914 prescribed that articles of food and drink were to be rated as second class and inasmuch as Nursery stock did not fall under this description it should be rated at first class, the same as other merchandise, and, furthermore, we showed to the commission that a very considerable proportion of packages of Nursery stock shipped by Express were of such size and weight as to require the use of extra help in handling, and in some instances trains were seriously delayed in

order to permit loading and unloading. Our investigation of the matter developed that we were frequently offered by Nursery shippers, including shippers in St. Louis, boxes measuring from 8 to 10 feet in length and 2½ to 3 feet square, many of these boxes being heavier at one end than the other, and, consequently, difficult to handle.

The Commission agreed in our contention that we were not justified in charging less than first class rates on Nursery stock, and I regret to say that we cannot see our way clear to continue the preferential rating which was previously applied.

Yours truly,
GEO. S. LEE,
Traffic Manager.

It will be noted that Mr. Lee states that the interests of the Nursery Trade were ably represented by Mr. Sizemore at the Chicago hearing; that Mr. Sizemore made vigorous protests against the increased rating, fully presenting the matter to the Commission.

Through the efforts of President Stark and Traffic Manager Sizemore, backed by widespread action on the part of the members of the American Association of Nurserymen, in accordance with President Stark's suggestions, a reversal of the ruling may be secured.

Railway Express First Dividend

The American Railway Express Company has paid a dividend at the rate of 6 per cent a year on its stock, the first to be declared since the corporation was organized during the war to control the leading express companies. The meeting of directors was held on April 14, and the distribution in cash was made two days later, and now is in the treasuries of the American Express Company, Adams Express Company and Wells Fargo & Co. The dividend comprises \$2 a share for the last four months of 1920 and \$1.50 a share for the first quarter of 1921.

For some reason American Railway Express officers made a mystery of the dividend disbursement yesterday, says the New York Herald of April 22nd. G. C. Taylor, president of the corporation, and W. B. Clark, assistant to the president, said that they would neither confirm nor deny the report that the dividend had been declared.

"It is none of the public's business what we do with our money," declared Mr. Clark. "Our stockholders are fully advised, and that is all that is necessary. Of course, if we should decide to list our stock on the Exchange we would undoubtedly make some announcement of our dividends." It was learned in another source, however, that the dividend had been paid.


The American Express Company owns \$12,271,000 of American Railway Express Company stock, Adams Express, \$11,904,300, and Wells Fargo, \$10,466,700. The dividend, at the annual rate of 6 per cent, if maintained, is calculated to amount to approximately 7 per cent on the Adams holdings 4 on American Express and 2½ on Wells Fargo.

Going to Get the Business

"Ship good stock and you need not fear the consequences. The concern that uses and lives up to the new Trade Mark, 'Trustworthy Trees,' is going to get the business. A member of our Association made a shipment of Elberta. Many of them proved to be nectarines. That Nurseryman no doubt purchased a job lot from some reliable wholesale concern. He shipped the Elbertas in good faith; the reliable concern cleaned up his surplus."—Paul C. Lindley.

Say you saw it in "American Nurseryman."





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2 yr. Ibolium Privet

Resembles California Hardy as Ibolia

Dormant Summer Cuttings \$15 per 100.
All larger grades sold.

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Summer frame cuttings \$25 per 1000
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10 Samples post-paid for 50c.

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Hard wood cuttings for greenhouse bench propagation \$7.50 per 1000. READY NOW.

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SPHAGNUM MOSS STANDARD SIZE

Wire and Burlap Bales, also Bulk

Make arrangements now for your summer
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Cornus Elegantissima, 2-3 and 3-4 ft.
Also Shrubs and Herbaceous Plants
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TREES AND PLANTS

A full line of fruit trees in variety,
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Summer and Fall Bearing

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WANTED

By a reputable and well established nursery firm, in the central west, a young man who is familiar with both the wholesale and retail business. We want a man who knows grades and who is capable of handling correspondence and managing force of salesmen. Reference required.

Address B. J. care American Fruits
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1917-1918 EDITION
**AMERICAN NURSERY TRADE
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Pacific Coast Association of Nurserymen

The 19th Annual Convention of the Pacific Coast Association of Nurserymen will be held in Seattle, Washington, July 12, 13, 14, and the executive committee, C. Malmo, I. F. Madlem and J. J. Bonnell, all of Seattle, have outlined an interesting program, aiming for constructive business, providing also, for delightful recreation features.

The Seattle Horticultural Association co-operating with the city Park Boards, the Agricultural Department of the City Public Schools and the local Nurserymen will give an open public exhibition of flowers, evergreens, shrubs and plants in Volunteer Park, near the center of the city. Seattle has a chain of beautiful parks stretching over a distance of more than 20 miles which will be shown to the visitors.

The first day of the convention will be devoted to business of importance for all members. The propagation of evergreens of all varieties, and the seedling stocks formerly imported into this country will be carefully considered, with a view of supplying the needs in this country which has developed by reason of quarantine No. 37.

Nurserymen of the Pacific Coast realize they are surrounded with all the essential and favorable conditions to grow the required stocks; and, now anticipating a good market, are anxious to get into the harness for aggressive and adequate quantity production.

On July 13th business matters will be given careful attention from an early hour until about 11 o'clock when an excursion is scheduled via auto and ferry to Vashon Island where luncheon will be served. During the afternoon it is planned to visit the famous Puyallup raspberry and blackberry fields and canning plants, returning to Seattle early in the evening.

The business part of the program will continue on the 14th, concluding early in the afternoon when the delegation will proceed to view the show at Volunteer Park. Following this will be auto drives through the city parks and places of interest and inspection of the various Nurseries as the individual attendants may desire.

A good representation of those attending the convention of the American Association at Chicago, it is expected, will be present also at Seattle in July.

C. A. TONNESON,
Burton, Wash. Executive Secretary

The California Association of Nurserymen will publish the series of papers delivered by Prof. E. J. Wickson, on the early history of the craft in California, in book form.

California Nurserymen's Association—
The tenth annual convention of the California Association of Nurserymen voted to hold its next annual convention at Pasadena in conjunction with the Pasadena Horticultural Society's Fall Flower Show. This has been found inexpedient for two reasons, namely, inadequate accommodations for holding an exhibition of the dimensions of the one in contemplation and also hotel facilities, due to the fact that some of the Winter resort hotels will be closed during the Summer. In lieu of this, the executive committee concluded to switch the convention city from Pasadena to Los Angeles and change the dates from October 26-28, to October 20-23.

Loganberry Culture

The state of Washington is going after the loganberry industry, of which Oregon now has 85 per cent. From Marion county there has been shipped this past winter, 2,000,000 loganberry plants, mostly to northern Washington. On a basis of 660 plants to the acre, this means more than 3,000 acres, which will be in commercial bearing in two years. Oregon is credited in government reports with 5,500 acres. C. I. Lewis of the Oregon Growers Co-operative Association estimates that within a few years there will be 10,000 acres of bearing loganberries in Oregon. On an average of 3,000 pounds to the acre, this would mean a crop of 30,000,000 pounds.

Orland P. Bassett, of Bassett & Washburn, Chicago, Ill., rose growers, died Feb. 26th at Pasadena, Cal., aged 86 years.

Illinois Cost Accounting

Continued from Page 107

pany will be paid a retainer of Three Hundred (\$300.00) dollars by the Association and will receive the annual amounts collected from contributing members receiving this service, and it being further understood that the individual members will deal directly with said J. L. Jacobs & Company and that the Illinois Nurserymen's Association is in no wise further financially liable.

Respectfully submitted,
Committee on Co-operative and Standard Practice Service.
ALVIN E. NELSON,
Chairman.

On motion the above report and recommendations were unanimously adopted.

Illinois State Nurserymen's Association,
A. M. AUGUSTINE,
President.

J. A. YOUNG,
Secretary.

SCOPE AND PROCEDURE ON PROGRAM Of Committee on Co-operative and Standard Practice Service Illinois State Nurserymen's Association

Following is a tentative outline of the scope and procedure for the work to be undertaken by the Committee on Co-operative and Standard Practice Service, the technical

and detail work of which is to be covered by J. L. Jacobs & Company of Chicago:

Scope of Work

1. Study of the general conditions and practices in the nursery business among members of the Illinois State Nurserymen's Association.
2. Development of a uniform and simple plan of cost accounting adapted to the needs of the Nursery business.
3. Development of a plan for periodic cost comparison, price analysis and comparison of production and sales.
4. Development of a plan for the standardization of grades of Nursery stock.
5. Development of a plan for close relationship of Nursery concerns on purchasing and marketing.
6. Report on standardization of business methods and practices in Nursery business.

Procedure on Program

1. Begin study on the development of standard methods and practices by the preparation of outline questionnaire covering organization, accounting, production, sales, etc., in Nursery business.
2. Send questionnaire to all members of the Illinois State Nurserymen's Association and to other representative Nursery concerns co-operating in the work.
3. Make examination of organization, accounting plans, and other practices in a number of leading Nurseries by personal visits or conferences in or near Chicago.
4. Make analysis of information obtained and compare same with methods and best practices in other business organizations.
5. Confer with the Committee on the general accounting plan and detail to be covered.
6. Prepare draft of report on general conditions and practices in the Nursery business and develop a uniform and simple plan of cost accounting adapted to the needs of the Nursery business.
7. Submit these to the committee for consideration and action and send adopted report with forms and procedure to all members of the Association.
8. Furnish special consulting service to contributing members on the installation and use of the standard accounting plan.
9. Develop plan and forms and organize the practice of having the members submit regular reports to J. L. Jacobs & Company on costs, production, and sales.
10. Develop plan for periodic comparison of costs of products, and comparison of sales and production and furnish contributing members with periodic reports in connection with same.
11. Develop plans for the standardization of grades, for close co-operation of Nursery concerns on purchasing and marketing and on standardization of business methods and practices—proceeding in the installation of same in the same manner as for the standard cost accounting plan.

No person or firm interested in any way in the sale of trees or shrubs, flowers, land or fruit, or any trade supplies is in a position to dictate the policy of this publication. American Nurseryman is the only Nursery Trade Journal of which this can be said.

When writing advertisers just mention American Nurseryman.

J. H. Skinner & Co., Topeka, Kansas

Offer for early Spring shipments:

Apple Trees, 2 yr. Keiffer Pears, 1 and 2 yr.
Peach, 1 yr. Gooseberries, 1 yr. Strong plants.
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Let us price your wants.

We Offer For Spring Trade

A considerable quantity of English Beech, Oriental Planes, Catalpa Speciosa, White Dogwoods, American Elms, Horsechestnuts, American Judas, Koelreuterias, American, English and Silver Lindens, Norway Ash Leaved, Sycamore, Silver and Red Maples, Pin Oaks, Red Oaks, Salisburias, Lombardy Poplars.

Many of the above can be supplied in heavy caliper. Write for particulars and prices.

The Rakestraw-Pyle Co.,

KENNETT SQUARE, PA.

Federal Horticultural Board

Quarantine Violations

Will Be Prosecuted Says the Federal Horticultural Board
Nurserymen Asked to Co-operate in Preventing Shipments of White Pines, Gooseberry and Currant Plants into Western States in Violation of the Law.

Many illegal shipments of currant and gooseberry bushes and five-leaved pines have been made in the past four years, a large majority of them by nurserymen. An analysis of the violations of blister rust quarantines which have been discovered shows that out of a total of 122, 49 nurseries were responsible for 105 of these prohibited shipments.

White pines were discovered, in a few shipments, under the name of "Jack pine," or other yellow pines. Violations have occurred from Massachusetts, New York, New Jersey, Pennsylvania, Ohio, Michigan, Wisconsin, Minnesota, Iowa, Missouri, Illinois, Indiana, Louisiana, and Alabama. Some of the shipments were made from regions infected with blister rust, and a few came from nurseries known to have diseased stock the previous year.

All such violators of this quarantine will be prosecuted. A number of convictions have already been secured. A force of inspectors is in the field, and drastic action will be taken to make the quarantine effective.

The co-operation of all nurserymen is requested in upholding the Federal and State blister rust quarantines. Federal Quarantine No. 26 effective June 1, 1917, prohibits the shipment of five-leaved pines, currants, or gooseberries (the host plants of the blister rust) from points east of and including Minnesota, Iowa, Missouri, Arkansas, and Louisiana to points west of these states. This quarantine also prohibits the shipment of five-leaved pines and black currants from New England and New York to any point outside of these states, and prohibits, further, the shipment of five-leaved pines and black currant plants from the New England States into the state of New York. These regulations are made to prevent the introduction of the blister rust into uninfected regions by the transportation of diseased host plants from infected areas, and especially to protect the valuable western white pine forests. A single shipment of infected stock may cause colossal loss.

In order that common carriers and nurserymen may know the Federal blister rust quarantine laws, and the regions to which they apply, a poster has been printed, giving this information and is being sent all nurserymen in the East, as well as certain freight and express agents and postmasters. Additional copies may be secured from the Federal Horticultural Board at Washington, D. C. It is realized that carelessness on the part of nursery employees frequently is responsible for illegal shipments. It is desirable that this poster be placed in packing sheds as a reminder of shipping restrictions.

Blister rust is widespread throughout New England, New York, western Wisconsin, and northeastern Minnesota. Five-leaved pines, currants and gooseberries shipped into the West prior to enactment of quarantine have been inspected, and no trace of the disease has been found west of the Great Plains. The western white and sugar pine forests comprise 55 billion feet of timber, and young growth of these species has exceptional value in future forest management. The safety of these forests depends upon keeping out the blister rust. This can be done if the Federal regulations are observed. Failure to do so jeopardizes one of our most valuable forest resources. It is an act of good citizenship to aid in protecting our western forests by making special efforts to comply with this quarantine order.

40,000 Peach Pits Planted

A despatch from Lyons, N. Y., April 13th said: Superintendent Henry B. Lee, in charge of the Jackson & Perkins farm in South Lyons, has completed the planting of 40,000 peach pits. The pits were received from North Carolina and stored in a crib until the frost cracked the shells, allowing the pits to fall out.

American Rose Society

The American Rose Society was organized in 1899 "to increase general interest in the cultivation and to improve the standard of excellence of the rose for all the people." It holds several annual national exhibitions, at which prizes are awarded for the best roses.

It encourages local exhibitions, and has affiliated with it many rose societies. It supervises five rose test-gardens—in Hartford, Ithaca, Minneapolis, Washington, and Portland. All new roses of value are registered with it, and its medals are highly prized as an evidence of especial merit. It fosters the hybridization of new roses for America. Its membership includes interested rose growers and amateurs all over America.

Most of all, it issues only for its members The American Rose Annual, the authoritative record of American Rose progress, which is needed by every Rose-lover in America. Membership at \$3 per annum brings this fine book and other publications of the society, with tickets to its exhibition. The office of the American Rose Society is at 606 Finance Building, Philadelphia, Pa.

The Society has a membership of 2500 in 43 states and 16 foreign lands. Members may obtain aid in rose culture by addressing questions to the committee for consulting and advising rosarians:

On General Rose Questions

Dr. W. Van Fleet, Department of Agriculture, Washington, D. C.

S. S. Pennock, 1608 Ludlow Street, Philadelphia, Pa.

Robert Pyle, West Grove, Pa.

J. Horace McFarland, Box 687, Harrisburg, Pa.

A. W. Greeley, 969 High Street, Williamsport, Pa.

John Cook, 318 N. Charles Street, Baltimore, Md.

George H. Peterson, Fair Lawn, N. J.

Alex. Cumming, Jr., Cromwell, Conn.

Prof. E. A. White, Cornell University, Ithaca, N. Y.

Dr. E. M. Mills, 823 Summer Avenue, Syracuse, N. Y.

E. G. Hill, Richmond, Ind.

W. C. Egan, Highland Park, Ill.

Theodore Wirth, Superintendent of Parks, Minneapolis, Minn.

John Dunbar, Highland Park, Rochester, N. Y.

Jesse A. Currey, 194 North 13th Street, Portland, Ore.

Fred H. Howard, Howard & Smith, Los Angeles, Calif.

On Rose Diseases

Dr. L. M. Massey, Cornell University, Ithaca, N. Y.

On Rose Insects

Prof. C. R. Crosby, Cornell University, Ithaca, N. Y.

C. A. Weigel, Department of Agriculture, Washington, D. C.

Prof. J. G. Sanders, Department of Agriculture of Pennsylvania, Harrisburg, Pa.

Fig Propagation

I. J. Condit, of the J. C. Forkner Fig Gardens, Fresno, Cal., does not think bud selection cuts much figure in the matter of fig tree propagation. He says, however:

In selecting cuttings from Smyrna fig orchards it is often difficult to avoid mixing the brush of varieties if they happen to be planted indiscriminately. Most growers know the location of odd trees and can mark them so that the pruners or the men making cuttings can avoid them if they so desire. If the cuttings of different varieties are mixed in the bundles and planted in the nursery rows, the trees can usually be distinguished from one another during the growing season by their foliage and different habits of growth. Growers who desire the true Calimyrna only may find a few Stanford trees in their orchard when it comes into bearing. Those who desire Stanford trees should arrange to have the cuttings selected from full grown trees of that variety and have them propagated by responsible nurserymen.

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Are ready to book your order for coming Fall Delivery.

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According to the good word we are getting every landscaper should have our material. Send for new free circular.

B. F. CONIGISKY,

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WANTED.—To make contract to grow

June Budded Peach Trees

any quantity, and any leading varieties. Buds cut from bearing orchards.

Write for prices and terms.

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50,000 Dewberries, 50,000 St. Regis

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Raspberry Plants

Get my prices before you buy.

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Cost Accounting for Pacific Northwest Nurserymen

Thirty-nine leading nurseries in the Pacific Northwest replied to the questionnaire sent out in November. The totals revealed a normal condition of nursery plant except in peach seedlings, of which there were more than three times as many as would be required for prune, plum, peach and apricot trees grown on peach root. When this condition became known, the nurseries expressed a desire to avoid waste of energy, time and money in growing for a bonfire a surplus especially of Italian prune, which markets would not consume.

On January 29th they met at Portland and 18 nurseries each reduced their proposed Italian prune plant from one-third to one-half. Several other nurseries, since, have reported similar changes in their original plan. This move is significant of the practical co-operation which has long been desired among nurserymen.

Regarding the duty imposed at the last meeting of instigating a cost accounting system herewith is submitted an analysis of the production and the business of selling certain classes of nursery trees. The divisions and proportions have been verified by a number of the leading nurseries on the Pacific Coast and is intended as aid to those who have been unable to realize a well deserved margin of profit from their strenuous efforts during past years.

In this analysis of the "Smith Nursery" are five divisions. No. 1 is the basic expense group representing the cost of all raw materials, labor and investments in the plant and provides for the growing of a marketable tree to the digging stage, according to conditions which govern in the Pacific Coast Sections, where seedlings are lined out one year, budded in the fall or grafted the following spring, then made ready for market first following planting season.

In 1914 the average cost of the eight classes—apple, pear, prune, plum, peach, apricot, almond and cherry, was estimated and generally agreed upon by a number of the leading nurseries to be approximately 8 cents for the basic group, No. 1. In 1919 the average cost in this division was 16 cents per tree, and in 1921-22 with a general reduction in all commodities of 25% the estimated cost, average, will be approximately 12 cents per tree. The variation in each class is governed principally by the cost of seedlings, of which there is a greater difference than usual, as each nursery will determine for itself.

No. 2 is the expense group, which includes all overhead and contingencies such as office, its maintenance, printing of stationery, catalogs, postage, commissions and other costs of wholesaling, risks and hazards connected with the growing and shipping of a normal dependable product not to exceed 25% above all which is sold. If more than 25% grown be unsold, it becomes a contingent expense against this division. The cost of maintaining organizations essential for a stabilized industry and all expenses incurred in procuring information necessary for success are included in this division. Wasted peach seedlings plowed up is an expense item against this group.

Division No. 3 has, perhaps, deceived more nurserymen than any other expense item connected with the industry. During the past decade the average nursery has produced more than 25% of unsold stock which he failed to figure as an expense item against the stock which was sold. This analysis provides for 25% for experiments and all stock purposes to be carried over and that proportion should be exact. If there is a greater left over than 25% it becomes an expense against contingent in division 2 and thus increases the cost of production. If the nurseryman sells below the 25% of division 3, or more than 75% of total crop, then his profit margin is increased in proportion.

Every nursery should figure on a profit

Cost Accounting Analysis for 1921-1922

The Smith Nursery

No. 1 Basic

Cost of investments, labor, rental values, all raw materials including seed, seedling stocks, implements, fertilizers, irrigation and cultivation for moisture control, team or motor power, interest and taxes covering two years and all other expenses to make the tree ready for packing shed.....

Prune	Plum	Peach	Apricot	Apple	Almond	Pear	Cherry	Average
c	c	c	c	c	c	c	c	c
9	9	9	11	11	11	16	20	12

No. 2

All expense items connected with handling and selling wholesale, including general overhead connected with offices, help, fixtures, catalogs, all printing, postage, commissions, risks and hazards connected with production and shipping, insurance, accounts uncollectible and all other contingencies equal in value of from three-fourths to full expense in No. 1.....

Total

9	9	9	9	9	9	12	12	--
18	18	18	20	20	20	28	32	--

No. 3

The average nursery keeps in stock for the trade, selections and experiments, anticipated needs, 25% more than average yearly sales equal in value to one-quarter of Nos. 1 and 2.....

4½	4½	4½	5	5	5	7	8	--
22½	22½	22½	25	25	25	35	40	--

No. 4

A reasonable profit on all stock grown wholesale is 25% in value one-quarter of Nos. 1, 2 and 3.

Total cost value wholesale, per 100....

5½	5½	5½	6¼	6¼	6¼	8	10	--
28	28	28	31	31	31	43	50	--

RETAIL

The expense including a fair profit margin in retailing varies from 80 to 125 per cent of the wholesale price, depending on sizes of orders, of stock, freight costs, commissions, advertising, delivery, handling accounts and collections and all other expenses. Selling is a business and while the law of supply and demand is a factor, if selling prices are below cost values the profit and loss account naturally will be affected accordingly.

Retail value at 100%.....
(From cost standpoint)

56	56	56	62	62	62	86	\$1.00	--
----	----	----	----	----	----	----	--------	----

The exact cost, naturally will vary some what in different localities, but no part of this analysis should be overlooked by nurserymen in order to attain some measure of prosperity and afford satisfaction to patrons.

margin of 25% to be added to the expense items, which is reasonable and recognized as fair in other industries and allowed by the Federal Trade Commission.

The cost of retailing involves expenses in total which equals wholesale price, on the average, and more when sold in very small lots.

Nursery stock carried over the second year naturally increases the expense in division No. 1, while in No. 2 the amount should not exceed three-fourths. Naturally the cost will be higher than for trees finished in one year after grafting and unless sold at a higher price the profit margin will be less.

The cost of production is one factor, supply and demand the other to determine market prices. Both are necessary for the welfare and satisfaction of nurserymen and the public, and to maintain a stabilized product and determine its market value.

C. A. TONNESON,
Executive Secretary.

Strawberry Wine

Strawberry growers are given permission to make wine out of their surplus fruit. True the wine thus made must not be used for beverage, but notwithstanding that restriction, we predict a considerable increase in the strawberry industry this year, and an abnormal "surplus" of berries. We also predict that the popularity of strawberry wine as a medicine will be unprecedented, and that it will become a specific for many ailments.—Newport News Herald.

The Sooner the Better

Chairman Lindley, of the Vigilance Committee of the A. A. N., says:

"My concern is accused of shipping out 'cull' transplanted 2-3 feet peach. The Horticulturist says, 'I am positive on this point and I am willing to back up my contention with an examination before an expert.' We are also threatened by some lawyer down in Alabama about 'some' borers in his peach trees. One of his clients had a borer proof farm and we have inoculated the community. That's the Vigilance side of the business, and the cause of a lot of discussion and cussin' on the part of a few Nurserymen. But we all are Trustworthy and the sooner we realize that we are going to be compelled to send out Trustworthy Trees the better for all of us."

Fewer People on the Farms

The investigation just completed by Dr. G. F. Warren of the State College of Agriculture with the co-operation of the U. S. Bureau of Crop Estimates, shows there are sixteen thousand fewer people on the farms of New York state than there were at this time last year. This is a decrease of 2 per cent. During the preceding year the decrease was 3 per cent and during the year ending in February, 1918, the decrease was 4 per cent.

Modern advertising has elevated the standard of business ethics. It conserves trade, extends business, creates good will; it protects and fosters legitimate enterprise.

Heikes-Huntsville-Trees



All our surplus
stock now in
cold storage.



Order Early to Get Good Assortment.

If you do not have our list write for it.

The Huntsville Wholesale Nurseries, Inc.
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Wide Choice Varieties

GRAPE CUTTINGS
CALLOUSED
for lining out

Independent Fruit Co.
Penn Yan, N. Y.

Quercus palustris (Pin Oak)
Fraxinus americana
(White Ash)
Populus nigra fastigiata
(Lombardy Poplar)
Ulmus monumentalis
(Cornish Elm)

Ask for our prices before ordering

AUDUBON NURSERY
H. VERZAAL, General Manager
WILMINGTON, P. O. Box 276 N. C.

TO THE TRADE ONLY

A general assortment of Nursery Stock for
delivery, Spring 1921.

We also have some fine blocks of Peach
Seedlings, a portion of which we offer to bud
on contract for delivery fall 1921.

Correspondence invited.

Headquarters for Nursery Supplies.

Portland Wholesale Nursery Co.

971 Sandy Boulevard PORTLAND, OREGON

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For Nurserymen, Salesmen or Dealers
IN IOWA
AND ADJOINING STATES
Address E, Care of American Nurseryman
P. O. Box 124, ROCHESTER, N. Y.

Remember the Mid-Month Issue of the

**AMERICAN
Nursery Trade Bulletin**

FOR TRADE ANNOUNCEMENTS

Forms close on the 12th.

39 State St. ROCHESTER, N. Y.

ARE YOU IN CROWDED SPACE?
Advertising is a sales insurance. It helps
speed up. It makes us speed up and helps
us to climb higher. As Albert E. Lyons
so well expressed it: "The higher you go,
the more room you will find. The space be-
low is crowded and many a man is mistak-
ing lack of ability for lack of opportunity.
You will be sure to find the opportunity
when you are able to grasp it. Nobody is
monopolizing that vast field of opportunity
just over the heads of the crowd—it is open
to all comers—it is waiting to be occupied.
The way is clear, climb high."

Some Census Figures

Preliminary figures of the Census for 1919
show U. S. production of apples 139,000,000
bushels valued at \$246,000,000 as against
145,412,318 bushels valued at \$83,231,492 in
1909. Note the marked difference in valua-
tion in ten years! Plums and prunes, in
1919, 19,500,000 bushels valued at \$41,900,000
as against 15,480,170 bushels valued at
\$10,299,495 in 1909. Oranges, in 1919,
27,900,000 boxes valued at \$84,000,000 as
against 19,487,481 boxes valued at \$17,566,464
in 1909

New Varieties of Apples

A press despatch says: Ten new varieties
of apples, the cream of thousands of cross
bred apples of known parentage, which have
been bred and grown by the pomology sec-
tion of the Iowa experiment station under
the direction of S. A. Beach, head of the
section will be distributed among nursery-
men this spring.

Names of Iowa towns have been selected
in naming nine of the new varieties. They
will be known as Ames, Adel, Afton, Earl-
ham, Edgewood, Monono, Secor, Sharon and
Macy. The tenth variety is called Hawk-
eye Greening.

On account of danger from the Mexican
bean beetle, the state of Alabama has es-
tablished a quarantine covering Nursery
stock, except when such stock and packing
materials shall have been so treated by
fumigation or otherwise as to destroy the
Mexican bean beetle in any stage or in
hibernation, under the supervision of a duly
qualified inspector appointed by State or
Federal authorities.

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Pear " 6/10, " 6/10
Douchin 6/10, Paradise 6/10
Manetti 6/10
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First Quality Seedlings at the lowest price

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The Nurseries
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An octavo volume of 347 pages
with 57 illustrations, setting forth
the underlying principles of land-
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consider lawns, plantations, roads,
paths, grading, rocks, water,
islands, location of buildings, lay-
ing out of grounds, scope and ex-
tent of estates, maintenance, gar-
dens and parks.

Price \$3.80

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